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ILLUSTRATED PHILADELPHIA

ITS WEALTH AND INDUSTRIES

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INTRODUCTORY.



THE late Dr. Adam Smith's world-renowned work on the Wealth of Nations undoubtedly covers the theme of statistical knowledge in such direction so ably as to render the book a classic of its type. Yet none the less attractive a subject of a similar character, and one that brings nearer home the marked advancement of our own people, is comprehended in the detailed review of the progress and prosperity of individual cities, their merchants and manufacturers, narrowing, as it does, the uncertain scope of calculations based upon vast aggregate results, and defining in indelible characters the vim, energy, and industry of those directly identified with the rearing, growth, and sustenance of our greatest commercial centres. Aptly, indeed, has it been said that "knowledge is power," and perhaps in no country is the thirst for information more marked than in our own, nor indeed anywhere has that information, when acquired, been utilized to more definite purpose, as is amply evidenced by the gigantic commercial ventures and the colossal financial interests which are, the world over, synonymous with the term—American Enterprise. We take it, in fact, that none, even though he be possessed of but the slightest modicum of patriotism, can do otherwise than regard with a species of self-congratulation the creditable reflex of his fellow-citizens' endeavors in trade and commerce, and in a perusal thereof acquire such food for reflection as must in some degree inspire an incentive to his own efforts, however humble, to emulate the example of those who, perhaps better favored by fortune or circumstances, have climbed to a higher rung in the ladder of commercial fame. Under such impressions, apart from the purely practical medium this work conveys as a reliable vade-mecum to all those interested from a trading point of view, and are hence desirous of ascertaining the best purchasing and selling centres for their goods, we launch this volume on the market, sparing neither time nor expense to render it at once a concise, intelligent and instructive epitome—historically and commercially considered—of America's greatest manufacturing centre, Philadelphia, the second city of the Western Hemisphere. The growth of the city will here be found traced, based on the most reliable data, from the period of Philadelphia's inauguration by William Penn in 1682; her commerce, trade, manufacturing advantages, and representative business houses reviewed up to the present date; her progress collectively in the fields of literature, science, and art given that appreciative comment so eminently due them;—the whole forming a revelation of progressive enterprise in the annals of American history, surpassed by none and equalled by few, if any, of the cities of the New World. That such a work must of necessity prove of interest alike to the political economist, the philanthropist, the merchant, the manufacturer, and even the subordinate laborer, goes without the saying, and it affords us no small degree of gratification that not only has the work itself been thus extensively circulated, but that we have received from all quarters, during the progress of compilation, such genuine expressions of approbation as are contained in the multitude of letters from Philadelphia gentlemen of the highest intelligence, education, and financial and commercial standing, bearing their unqualified endorsement of our efforts to reproduce an accurate *resumé* of the Quaker City's progress and prosperity, which to-day stands alone in general exhaustiveness and

unique in point of varied statistical record. To the antiquarian the work presents an especially endearing feature, Philadelphia possessing more relics of the past—more edifices around which hang a halo of history—than any other city of the Union; as a manufacturing centre, the name and fame of Philadelphia stands pre-eminent from Maine to California; to the man of science no city can boast of better equipped institutions of learning; and to the mechanic, artisan, and journeyman laborer of all classes the diversified character of her manufactures opens an avenue for the practical exhibition of their talents nowhere presented to them under such favorable auspices. While the compilation of this work has been a tedious and exacting undertaking and the contingent expense a weighty item, we feel confident that the highest degree of accuracy has been reached in every detail—a fact in a great measure due to the kindly collaboration and assistance afforded our corps of reporters by many of the leading city officials and well-known and old established Philadelphia merchants, whose personal recollections and opportunities for supplying reliable data were beyond the question of a doubt.

To such we extend our heartiest thanks, fully recognizing how invaluable an auxiliary their courtesies have proved in enabling us to place this record before the community in a complete and authentic form. And with this our salutatory bow to the Philadelphia public, we close these few prefatory remarks, and beg to subscribe ourselves

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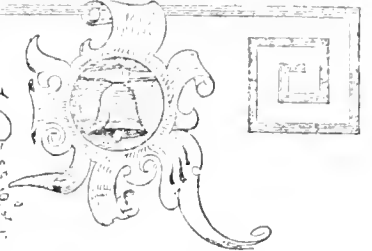
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ILLUSTRATED Philadelphia

ITS WEALTH
AND INDUSTRIES



PHILADELPHIA

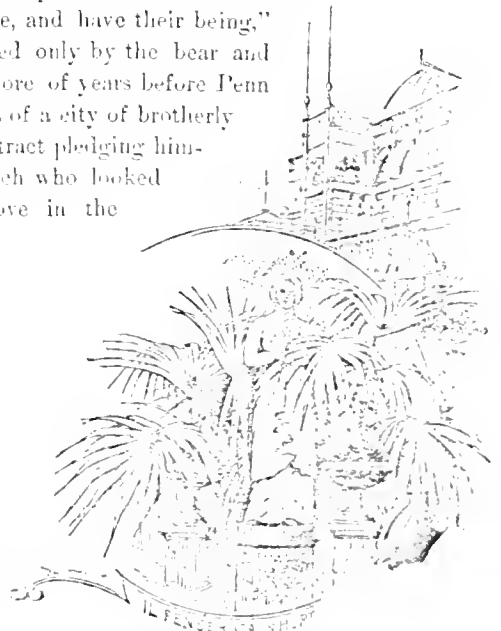
is one of the most marvelous cities of this marvelous New World — marvelous in its growth, in its manufactures

THE DRIVE ON NORTH BROAD STREET.

and commerce, in its civil and educational institutions, and in its uprising, within the range of little more than two and a half centuries, from a broad expanse

of wilderness, peopled only by men and beasts as savage as each other, to the plane of one of the mightiest and most intelligent and progressive of the nations of the earth. Two hundred and seven years ago—in 1682—the famous William Penn planned the city of Philadelphia, but on a very much smaller scale than it is to-day. So well have the world's records of the past three hundred years been kept, that they bring down to us something of interest touching Philadelphia from an epoch when there was no city at all, where now about a million inhabitants “move, live, and have their being,” and when there was nothing but an absolute wilderness, traveled only by the bear and wolf, and the Red Men in pursuit of the chase. It is that, a score of years before Penn was born, the great Swede, Gustavus Adolphus, conceived the idea of a city of brotherly love in this very wilderness, made a plan for it, and signed a contract pledging himself to found and support it. Gustavus was a man and a monarch who looked ahead of his times; for there was very little of the brotherly love in the world in his day.

On all sides of him in Europe, religious fanatics—Protestants and Catholics—were but too eager to clutch each other by the throat, and that never-ending struggle between rich and poor was as fierce then as it is to-day. If his biographers have spoken truthfully of him, Gustavus had a gigantic and healthy body and a nature that was heroic and generous. It became a mania with him to found a city “where every man should have enough to eat, and toleration to worship God as he chose;” and that city he wished to see arise on the banks of the Delaware, “peopled by wild beasts and cannibals.” In 1626, he issued an “octroi” to Usselinx, giving authority to a trading company to emigrate to this land of savagery, and to “found a state absolutely



free, an asylum for the oppressed of every creed, where every man should enjoy the fruits of his own labor." And, then, the land was "to be fairly bought from the wild peoples;" and the founders of this "city of brotherly love" were commanded by the king to teach these "wild peoples" the truths of the Christian religion, and to permit no slavery of any kind; for, added his majesty, "the Swedes are industrious and intelligent citizens, whereas slaves cost much, labor with reluctance, and soon perish." Before, however, the expedition could set out to found this "New Sweden," trouble with the Poles arose, followed by the Thirty Years' War; and ere Gustavus Adolphus could carry out his design, death claimed him for its own. But his purpose was not forgotten by his descendants, who, in 1637, sent out an expedition in his name, and his memory lived in the hearts of those who left their native soil for the new land, where they dwelt in caves at Wicacé and built mud lodges, in the fishing season, between the two rivers. These new settlers were exceptionally honest, just, and chaste. Convicts or persons of dissolute character had been forbidden to emigrate to this "New Sweden," which was regarded in Stockholm as "the jewel of the Swedish crown"—a fact in which Gustave's regal successors took great pride.

The Swedish settlers occupied a narrow strip of ground along the rivers, on the edge of the forest, now known as Southwark, in Philadelphia. It begins below South Street, and runs down to the Neck, where now abound ship stores, junk-shops, and vessels. The Swedes found here a green, unbroken wilderness, and gaunt trees rearing their tops aloft and nodding in the breeze. Here they dug out caves and lived in them for a year or two, erecting, when the time seemed ripe for such a risky venture, log-huts calked with mud and lighted by holes cut in the walls. Herein the Swansons, the Keens, the Bengtzens, Kocks, and Rambos—the progenitors of the present affluent families bearing these names—lived, "in great quiet and great idleness," as Campanius relates, taking life much more easily, perhaps, than do their wealthier descendants to-day. They barely worked the ground enough to furnish the winter's food; dressed in skins, and were happy. Though hasty in temperament, they were kindly in disposition, and extended open hands to the English when the latter asked leave to settle there; but shut out the Dutch, who claimed the soil as their own. When Penn came, he declared them to be more sober and industrious than the people of other nations. By every chance that offered, the Swedes wrote to their fatherland, praying that "godly men might be sent to them to instruct their children, and help themselves to lead lives well pleasing to God." It was six years before their prayers were answered by the arrival of Rudman and Bjork—the first clergymen sent out by the Swedish king. These expounders of the Gospel wrote home that they "found a block-house in use as a church, and but three books in use among the colonists; yet these for sixty years had been so carefully cherished and loaned from house to house that every child could read." They reported, too, that the utmost good feeling existed between the colonists and the Indians—a friendship which had been established half a century before Penn's famous treaty with the Red Men was made.

Immediately after the arrival of Rudman and Bjork, Gloria Dei Church, known now in Philadelphia as Old Swedes', was erected by the zealous, pious settlers; carpenters and masons giving their work, and the pastor laboring as a hod-carrier. The main body of the church remains in its original state. The tablets in the church remind those who read the inscriptions upon them, of the sacrifices and self-denial of the early missionaries who are buried below; and the chubby gilt cherubs in the choir, sent out from Sweden, still support the open Bible, with the significant inscription, "The people who sat in darkness have seen a great light." Wilson, the great ornithologist, was buried in the yard connected with this church.

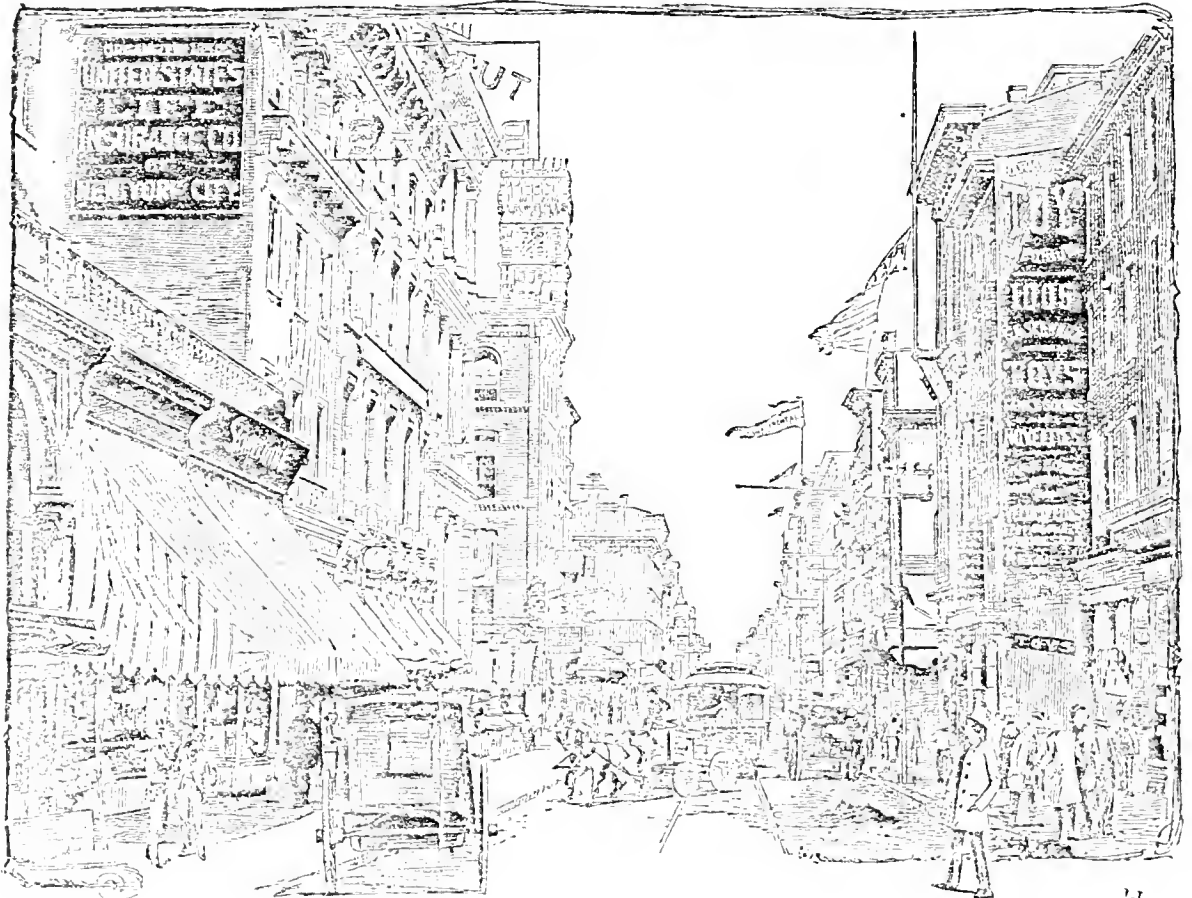
There are many interesting records extant of the first Swedish settlers in Philadelphia—histories of tedious squabbles with the Dutch; the rare book of Campanius on the wonders of Nyc Sewerige, published in Stockholm; and the pictorial maps of Lindström, wherein is a numerous showing of wild beasts, rattlesnakes of immense size, and shad as long as a rope-walk. There are musty old manuscript records of the first courts of justice; their "fynes of wampum and beaver," and the order of flogging, which an Indian laid on with hearty good-will; decrees of the court for "ze setting of 52 wolfe pitts, to restrain ze dayly spoyle and damadge wh. ze woolves commit on ze people;" and a "fyne imposed on Oele Oelssen" for having thrashed the magistrate. Oele's fine, however, was remitted, after he had made a public statement that he was a poor man with a large family dependent upon him, on condition that he should humbly and publicly submit himself to the punishment of a noble magnate. This practice of remitting punishment, when a wrong-doer publicly humiliated himself, continued until long after the Revolution, in Philadelphia.

Since the coming of Rudman and Bjork, there were some buccaners of clergymen let loose among the



honest Swedish folk. Among these were Fabritius, a wild, quarrelsome fellow, and Lokenius, "whose only fault was a love of liquor." The latter, when a layman ran away with Fabritius's wife, and he went after them, not to recover his spouse, but a chest they had carried off, and when he returned, he applied for a divorce to be granted in ten days, declaring his family affairs required him to marry in that time. And on the court declining to be convinced, he quietly married himself, and kept his wife, too, in spite of both the court and public opinion. He soon after distinguished himself as a student until he was expelled on account of his religious opinions. Afterward he travelled on the Continent; was again a student at Saumur; returned to study law in London; went to Ireland; became a soldier; heard the preaching of Loe, and was converted to the Quaker faith. His disappointed and angry father expelled him from his house; but he was not to be turned a hair's breadth from

his course, for he publicly proclaimed the doctrine of the Friends and was arrested and imprisoned in the Tower of London for nine months. Being released he repeated the offence, and lay for half a year in a dungeon at Newgate. A second time liberated, but despairing of toleration for his people in England he cast his gaze across the Atlantic again. For more than a quarter of a century the Friends had been buffeted with shameful persecutions. Imprisonment, exile, and proscription had been their constant portion; but that had not sufficed to abate their zeal or to quench their hopes of the future. The lofty purpose and philanthropic spirit of Penn urged him to find for his afflicted people a haven of rest. West Jersey was purchased from the heirs of Sir George Carteret, to whom the State of New Jersey had been conceded and who was the first governor of the State; but the boundary of the Friends was narrow, and the great-souled proprietor sought a grander and more beautiful domain. Then, the agent of Andros, the governor of New York in the interest of the Duke of York, was stationed at New Castle, on the western bank of the Delaware, to command the entrance to the river, and the Quaker ships were obliged to pay customs before proceeding to their destination. This led to a protest; and on the matter being carried into the English courts a decision was given that the Duke of York through his agents had no right to collect customs or taxes in the country of the Delaware. Thus the Quaker colonists were left in the enjoyment of independence. Though William Penn and eleven other Friends also purchased from the heirs of Carteret the province of East Jersey, and brought the whole of New Jersey under the authority of the Friends after he had obtained the grant of Pennsylvania in which to found a colony, it was in Pennsylvania that his chief interest centered. He had gone boldly in June, 1680, to King Charles, and had petitioned for a grant of territory and the privilege of founding a Quaker commonwealth in the New World. The petition was supported by powerful friends in Parliament. Lords North and Halifax and the Earl of Sunderland favored the proposition, and the Duke of York remembered a pledge of assistance which he had



Chestnut Street, looking east from Eleventh Street.

given to Penn's father. On the 5th of March, 1681, a charter was granted with the royal signature, and William Penn became the proprietor of Pennsylvania. The vast domain embraced under the new patent was bounded on the east by the river Delaware, extended north and south over three degrees of latitude, and westward through five degrees of longitude. Only the three counties comprising the present State of Delaware were reserved for the Duke of York.

Penn, in consideration of this grant, relinquished a claim of £16,000, which was owing to his father's estate by the British government. He proclaimed that he intended to found a free commonwealth without respect to the race, color, or religion of the inhabitants; to subdue the natives with no other weapons than love or justice; to establish a refuge for the people of his own faith, and to enlarge the borders of the British empire. One of the first acts of the great proprietor was to address a letter to the Swedes who might be included within the limits of his province, telling them to be of good cheer, to keep their homes, make their own laws and fear no oppression. Within a month from the date of his charter, Penn published to the English nation a glowing account of his new country beyond the Delaware, praising the beauty of the scenery and salubrity of the climate, promising freedom of conscience and equal rights, and inviting emigration. There was an immediate and hearty response. William Markham, agent of Penn, came with the first batch of emigrants, as deputy-governor of the province. He was instructed by Penn to rule in accordance with law, to deal justly with all men, and especially to make a league of friendship with the Indians. In October of the same year, Penn sent a letter directly to the natives of the territory assuring them of his honest purposes and brotherly affection. The next care he had was to draw up a frame of government for his province. Herein was his great temptation. He had almost exhausted his father's estate in aiding the persecuted Quakers. A stated revenue would be very necessary in conducting his administration. His proprietary rights under the charter were so ample that he might easily reserve for himself great prerogatives and emoluments in the government. He had before him the option of being a consistent, honest Quaker, or a politic, wealthy governor. He chose like a man; right triumphed over riches. The constitution which he framed was liberal almost to a fault, and the people were allowed to adopt or reject as they might see fit. In the meantime, the Duke of York had been induced to surrender his claim to the three reserved counties on the Delaware. The whole country on the western bank of the bay and river, from the open ocean below Cape Henlopen to the forty-third degree of north latitude, was now under the dominion of Penn. The summer of 1682 was spent in further preparation. The proprietor wrote a touching letter of farewell to friends in England, gathered a large company of emigrants, embarked for America, and on the 27th of October landed at New Castle, where the people were waiting to receive him. As soon as the landing was effected, Penn delivered an affectionate and cheerful address to the crowd of English, Dutch, and Swedes who came to greet him. His former pledges of a liberal and just government were publicly renewed, and the people were exhorted to sobriety and honesty. From New Castle the governor ascended the Delaware to Chester, past the site of Philadelphia, visited the settlements of West New Jersey, and then traversed East Jersey to Long Island and New York, whence, after spending a short time there, he returned to his own province and began his duties as chief magistrate. Markham had, before Penn's arrival, made treaties with, purchased lands from, and extended friendship to the Indians. Now a great conference was appointed with the native chiefs. All the sachems of the Lenni-Lenapes, and other native tribes were invited to assemble. The council was held on the banks of the Delaware. Penn, accompanied by a few unarmed friends, clad in the simple garb of the Quakers, came to the council ground, and took his place under a venerable elm. The chieftains, after their custom, sat in a semi-circle on the ground. It was not Penn's object to purchase land, to provide for the interests of trade, or to make a formal treaty, but rather to assure the nurtured children of the woods of his honest purpose and brotherly affection. Standing before them with grave demeanor, and speaking through an interpreter, he said: "My friends, we have met on the broad pathway of good faith. We are all one flesh and blood. Being brethren, no advantage shall be taken on either side. When disputes arise we will settle them in council. Between us there shall be nothing but openness and love." The chief replied: "While the rivers run and the sun shines we will live in peace with the children of William Penn." No record was made of the treaty, for none was needed. Its terms were written, not on decaying parchment, but on the living hearts of men. No deed of violence or injustice ever marred the sacred covenant. The Indians vied with the Quakers in keeping unbroken the pledge of perpetual peace.

For more than seventy years, during which the province remained under the control of the Friends, not a single war-whoop was heard within the borders of Pennsylvania. The Quaker hats and coats proved better de-

fenders than coats of mail and muskets. On the 4th of December, 1682, a general convention was held at Chester. The object was to complete the territorial legislation, a work which occupied three days. At the conclusion of the address, Penn delivered an address to the assembly, and then hastened to the Chesapeake, to confer with Lord Baltimore about the boundaries of their respective provinces. After a month's absence he returned to Chester and busied himself with drawing a map of his proposed capital—Philadelphia. The beautiful neck of land between the Schuylkill and the Delaware was selected and purchased from the Swedes. In February of 1683 the native chestnut, walnut, and ash trees were blazed to indicate the lines of the streets and thus was founded

THE CITY OF PHILADELPHIA,

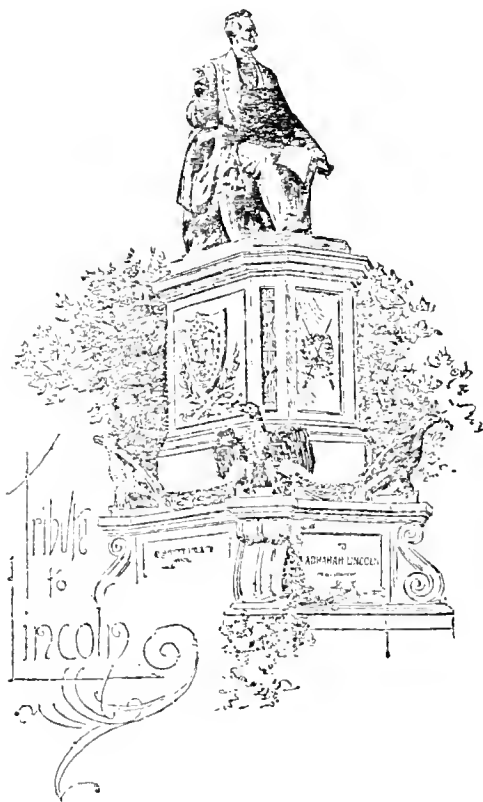
the City of Brotherly Love. Within a month a general assembly was in session at the new capital. The people were eager that their charter of liberties, now to be framed, should be dated at Philadelphia. The work of legislation was begun and the form of government adopted, which was essentially a representative democracy. Penn conceded everything to the people; but the power of vetoing objectionable acts of the council was left in his hands. The growth of Philadelphia was astonishing, and by 1686 it had outgrown New York. Penn's work in establishing a free State in America had been well and nobly done. In August, 1684, he took an affectionate farewell of his flourishing colony and sailed for England. Thomas Lloyd was appointed as president during the absence of the proprietor, and five commissioners, members of the provincial council, were chosen to assist in the government. Nothing occurred to disturb the peace of Pennsylvania until the secession of Delaware in 1691.

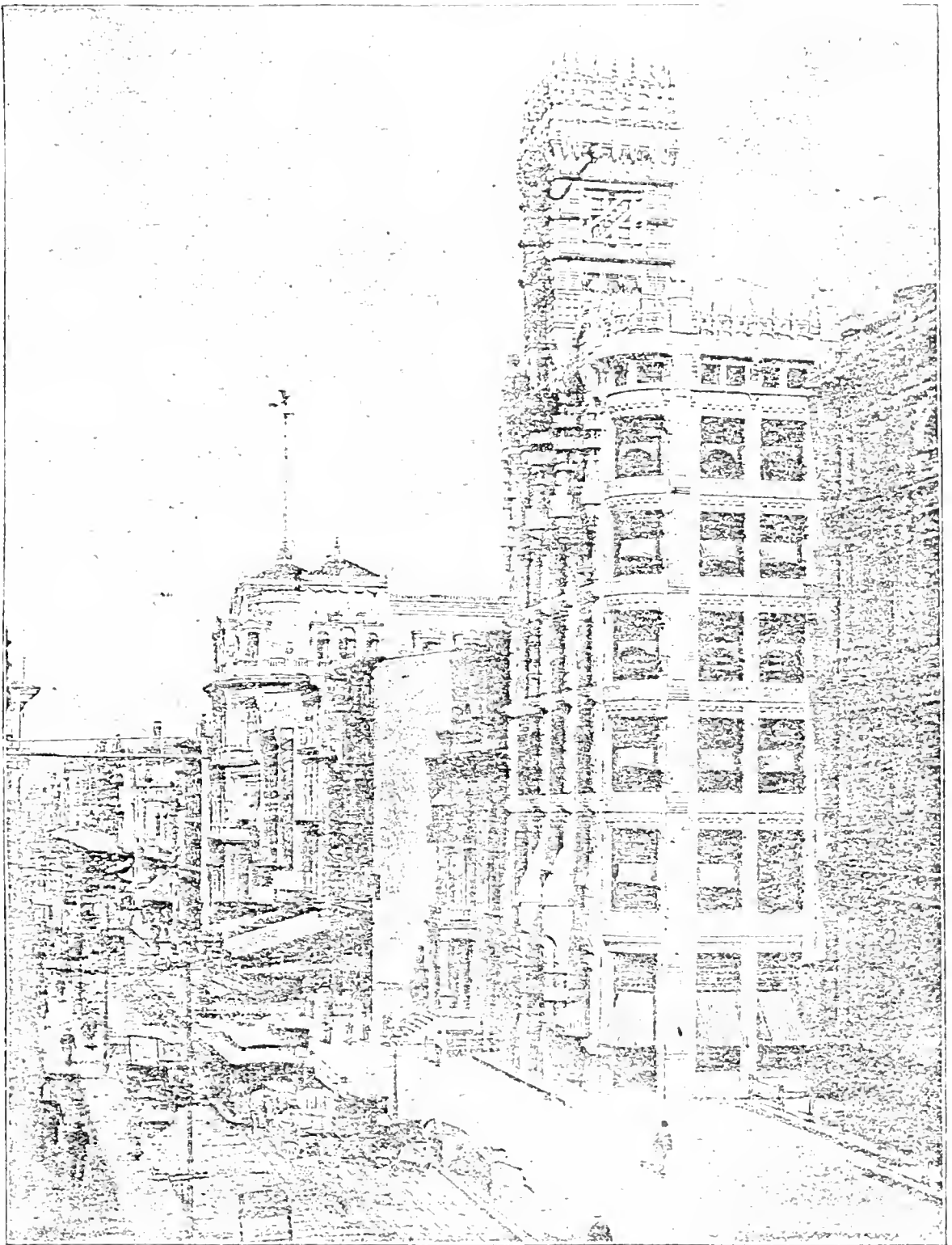
The three lower counties which, ever since the arrival of Penn, had been united on terms of equality with the six counties of Pennsylvania, became dissatisfied with some acts of the General Assembly, and insisted on a separation. The proprietor gave a reluctant consent. Delaware withdrew from the Union and received a deputy governor. Such was the state of affairs after the abdication of King James II. William Penn was a friend and favorite of the Stuart King. Now that the royal house from which he had received his charter was overthrown, he sympathized with the fallen monarch, and looked with coldness on the new sovereigns, William and Mary. For some supposed or real adherence to the cause of the exiled James II., Penn was several times arrested and imprisoned. In 1692 his proprietary rights were taken away, and by a royal commission the government of Pennsylvania was transferred to Fletcher, of New York. In the

following year Delaware shared the same fate. All the provinces between Connecticut and Maryland were consolidated under Fletcher's authority. In the meantime the suspicions against Penn's loyalty were found to be groundless, and he was restored to his rights as governor of Pennsylvania. In December, 1699, Penn again visited his American commonwealth, now grown into a State.

The prosperity of the province was all that could be desired, but the people were somewhat dissatisfied with the forms of government. The lower counties were again embittered against the acts of the Assembly. In order to restore peace and harmony Penn drew up another constitution more liberal than the first, extending the privileges and powers of the people and omitting the objectionable features of the former charter. But Delaware had fallen into chronic discontent and would not accept the new frame of government. In 1702 the general assemblies of the two provinces were convened apart, and in the following year Pennsylvania and Delaware were finally separated, but the rights of Penn, as proprietor of the whole territory remained as before, and a common governor continued to preside over both colonies.

William Penn left America in the winter of 1701 forever, and returned to England. Pennsylvania was





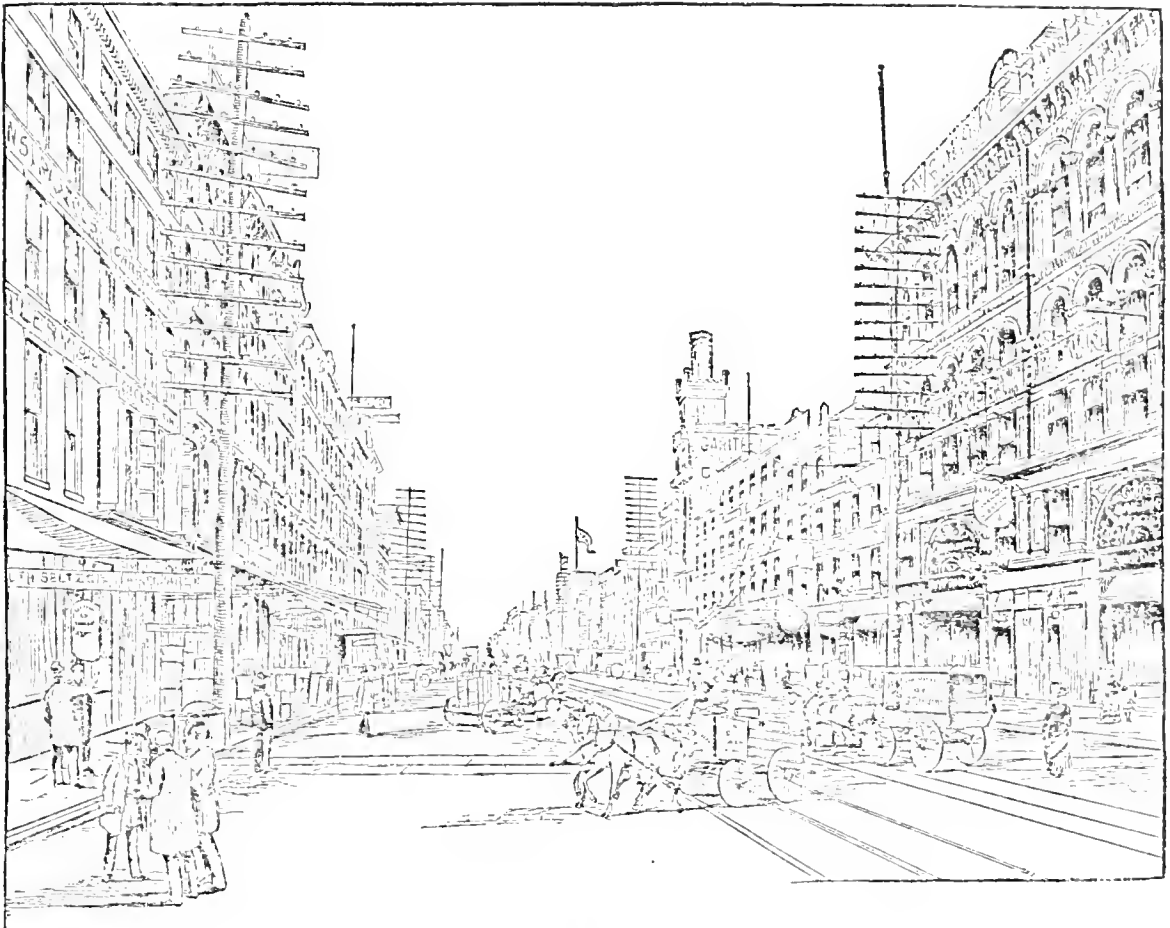
Chestnut Street, looking west from Ninth Street.

then in a state of peace and prosperity. Though there was not a single fort in the whole territory, the province had been secured against invasion. With neither police nor militia the people went abroad in safety. With no difference in rank, with no preference in matters of opinion, and no proscription for religion's sake, the province grew in strength and prosperity, but the English ministry had now formed the design of all proprietary governments with the view to the establishment of royal governments instead. The presence and influence of Penn were specially required in England in order to prevent the success of the ministerial scheme. After much controversy his rights were recognized and secured against encroachments. In the meantime the affairs of Pennsylvania were administered by the deputy governors, Andrew Hamilton and John Evans. The latter, a worldly sort of man, not very faithful to the principles of the Friends and ambitious for the glitter and show of majesty, greatly troubled the province by purchasing war like stores, building forts and attempting to organize a regiment of militia. All this was done when the war broke out in 1702 between England, France, and Spain, under the plea that Philadelphia was likely to be attacked; but the Assembly entered a protest against the proceedings, so irreconcilable with the policy of the Quakers. In spite of this set-back Evans continued to hunger for his lieutenant-governorship to be surrounded with something of that military "pomp and circumstance" characteristic of Old World dynasties, and that which he could not obtain from the Assembly by persuasion he sought to secure by strategy. Selecting a market-day, in 1706, and when the town was full of people, he caused a forged letter to be brought, stating that armed ships had entered the Delaware, and were coming up to ransack the city. Evans made his appearance on horseback and with drawn sword, among the quiet market people, and urged the townsfolk to rise in defence of their hearths and homes. Great excitement was roused; many of the inhabitants prepared to remove their families and property; valuables were thrown into wells or buried, and some of these were found as late as the year 1868; but the Quakers stood firm, and Evans failed to get the desired military organization. The fraud was afterwards discovered, and the discovery created considerable indignation. In 1708 Evans was required by William Penn that the indignation in the province might be allayed, to retire. Evans was succeeded by Charles Gookin as deputy-governor. Soon after, Penn was well nigh overwhelmed by his English agent, a man named Ford, who first plunged him into debt, and then had him imprisoned. From a disgraceful confinement of many months he was ultimately released, and his old age was brightened by a gleam of prosperity. In July, 1718, he died. His estates, valuable, but much weighted with debt, passed to his sons, John, Thomas, and Richard.

For some time after his death, William's widow, Hannah Penn, whom her husband could not induce to reside in the colony, conducted the government in some sort by correspondence. The oldest son of the family, also named William, set up a claim to the colony as natural heir, but before the claim could be legally decided he died from drunken excesses. The three sons to whom Penn willed the colony were the issue of his second marriage. John, dying in 1746 unmarried, left his whole estate to his brother Thomas, who thus became owner of two-thirds of the province. "He seems to have been a prudent and methodical man of business. Richard, the youngest of the brothers, was a spendthrift. Both were men of inferior capacities and narrow hearts, having inherited nothing of the wide thought and wider humanity which distinguished their father, and which led him to erect barriers for the protection of generations yet unborn against even his own authority and that of his heirs. Insignificant among the gentry of their own country, without either place or influence, the heirs of Penn had yet the power to wield an almost royal control over a territory larger in extent than England itself. Ruling by deputy, and rarely visiting the country which they claimed as an inheritance, their sole care in the management seems to have been their own enrichment in wealth and importance. Representatives of a parent whose virtues they neither understood nor imitated, and who would have been the first to condemn their methods of government, they used their authority to vex, retard, and hamper a community which, regarding them in the outset with a deep and grateful affection, learned in the end to feel toward them abhorrence and distrust, as the oppressors of the very people whom their father had given his all to make free." In short, this brace of proprietors were simply a pair of thick-headed despots, and their successor, John Penn, grandson of William, was in no sense an improvement upon them in the matter of wise government of the colony. The life and character of William Penn command the admiration of and imitation by all men in all time, but those of his successors merited the biting satire of the immortal Franklin's "Memorial of T. and R. P. P. of P." (Thomas and Richard Penn, Proprietaries of Pennsylvania), published in 1764. The concluding sentences of this satire were:—"The privileges granted by their father, They, Foolishly and cruelly Taking advantage of public distress, Have extorted from the posterity of those settlers, And

are daily endeavoring to reduce them To the most abject slavery, Though to the virtues and industry of these people In improving their country They owe all they possess and enjoy,—A striking instance Of human depravity and ingratitude, And an irrefragable proof That wisdom and goodness Do not descend with an inheritance, But that ineffable meanness May be connected with unbounded fortune."

Philadelphia and the State remained under the government of the Penns until the Revolution. In 1779 the whole of their interest in the State was purchased by the Legislature for £130,000 (\$650,000), and the British parliament made a grant of \$20,000 annually in perpetuity to the Penn family, whose connection with the State began and ended with the colonial period. The history of Pennsylvania in that period is one of special interest and pleasure, since it is a record of the victories of peace and of the triumph of virtue over violence and injustice, and one which has no parallel in either hemisphere. The story of William Penn's achievements, and the wise, liberal and far-sighted policy which characterized the foundation of his "City of Brotherly Love" will always stand out in strong contrast with the history of great monarchs and governments, who, powerful in armaments, extended the boundaries of their empires by clutching little nationalities by the throat and stealing from them their lands on the principle that might is right.

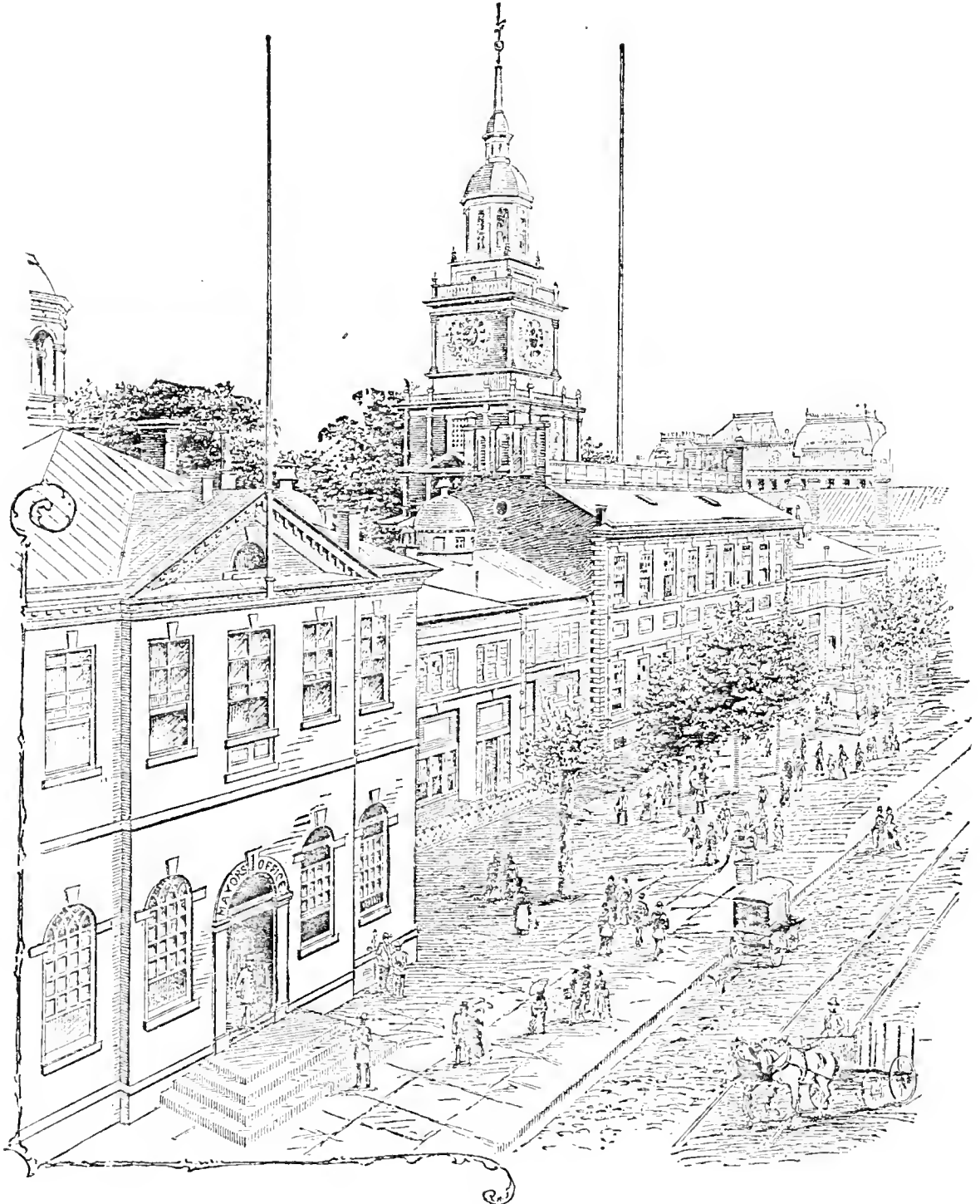


Market Street, east of Sixth Street

PHILADELPHIA AND THE NATION.

Interesting and instructive as is the story of the settlement and growth of Philadelphia under the regime of the Penn family, the American republic has no city within its limits so rich in historical associations with that epoch which brought to the country its civil and political liberty. When it was found necessary to declare the separation of the colonies from the crown of Great Britain, this city was selected as the meeting-place

for the representative delegates from all the then colonies of Great Britain, from the province of Massachusetts to the province of Georgia. They met here as the then metropolis of the country, probably because it was the



Independence Hall.

most convenient central point for such a gathering. Here, in the deliberations of that Continental Congress, composed of the leading patriotic spirits of that day, the foundation stones of the great republic were laid, the

building begun and carried to a certain point by the ability and limited treasures of the men of the Revolution; and when the grand struggle terminated in the recognition of the independence of the United States, and it became requisite to recast the institutions of the country, here again the assembled representatives of the infant nation met and provided for the people a constitution which was accepted by the requisite number of the States,—a Constitution which, with a few amendments that have since been engrafted upon it, has become the great charter of our Union and the preserver of our civil and religious liberties. Not only were the Constitution and the Union given here, but that great impulse which was given to the trade of the country was originated and was developed here; and proudly and grandly the city of Philadelphia trod with a buoyant step the highway of nations, leading all her sisters in the magnificence and value of her trade for half a century almost. Up to the year 1825 she held the high rank of the commercial emporium of the nation, and her ships, with the stars and stripes, were afloat on every sea, carrying the treasures which poured into the city from the productive fields of the South and West. It was only when that expanded commerce was trencched upon, and to a great extent torn away from this city by the completion of the Erie Canal, of the State of New York, that Philadelphia ceased to be the commercial head of the United States.

PHILADELPHIA'S LOCATION.

Philadelphia lies one hundred and thirty-six miles northeast of Washington, and eighty-seven miles southwest of New York; three hundred and twenty-three miles from Boston, ninety-eight miles from Baltimore, one hundred and six from Harrisburg, and three hundred and fifty-seven from Pittsburg. The latitude (Independence Hall) is $39^{\circ} 56' 59''$; longitude from Greenwich, $79^{\circ} 9' 54''$ west, from Washington, $1^{\circ} 51' 29''$ east. The site of the city is nearly a level plain, varying from two to forty-six feet above tide-water; but in the new suburbs, west of the Schuylkill River, the land rises in places to an elevation of from 112 to 120 feet. Prior to 1854, the city was confined on three sides by the Delaware and Schuylkill rivers, and was shaped like an hour-glass, the narrowest portion being at Market Street. In that year the boundary line of the city was lifted beyond the Schuylkill on the west, and extended in other directions until it embraced the whole area of the county of Philadelphia, and brought within its control many populous suburban municipalities. This change gave to the city an area of one hundred and twenty-nine and one-eighth square miles, or eighty-two thousand seven hundred acres. Its length from north to south is about twenty-three miles, and its average width from east to west about five and a half miles. With the exception of London, no city in the world had, until recently, so large an area as Philadelphia; but her sister city of Chicago has, within the present year, taken from Philadelphia this distinction by enlarging her own municipal borders so as to include an area of one hundred and seventy-four miles.

Philadelphia, having a large river on the east and another on the west, and being fanned by strong currents of air, is most advantageously situated in respect of both health and commerce. William Penn was alive to this fact when he saw it. The commissioners whom he sent on before him, finding a Swedish colony already here, decided to plant the future city of Philadelphia some twelve miles farther up the Delaware; but when Penn came and saw the noble waterway formed by the approach of the two rivers, the heavy timbering of the land, the existence of large quarries of building stone and of heavy stratum of brick-clay, he promptly determined that here should be his "City of Brotherly Love;" and to this end effected with the Swedes an amicable exchange of lands, and began the laying-out of the city according to his plans. "The situation," writes Penn, "is not surpassed by one among all the many places I have seen in the world;" and he had seen most of the cities of Europe. Time has justified this opinion, for the position of the city is one of almost unrivalled advantage. Built on a neck of land between two rivers, which unite to form a third water front, and barely one hundred miles from the Atlantic, the city has all the practical advantages of a seaport, while holding in her hands the inland threads which link the commerce of the Northern and Southern States. With an abundant water supply, the city, from its foundation, possessed all the essentials of a rapid growth.

The city of Babylon is said to have been Penn's model for his intended city, and his desire was that it should have a liberal area. To Thomas Holme, who was entrusted with the duty of laying out the city, his instructions were:—"Lay out a town in the proportion of two hundred acres for every ten thousand sold, of which the purchasers of five hundred acres were to have ten." The whole amount sold having been nearly four hundred thousand acres, the city, as thus planned, would have covered an area of eight thousand acres.

It, however, became apparent that mutual protection among the inhabitants would necessitate a more compact town, and instead of the area being twelve and a half square miles, a size one-sixth of that was decided upon. Later, even this plan was abridged, and the boundaries of the city were declared to be Vine and Cedar Streets to the north and south, and the two rivers to the east and west. The whole district was then a gloomy forest, drained by creeks, which crept through a jungle of undergrowth. "Be sure to settle the figure of the town so as that the streets hereafter may be uniform down to the water from the country bounds," wrote William Penn before his coming. "Let every house be placed, if the person pleases, in the middle of his plat, so that there may be ground on each side for gardens, or orchards or fields, that it may be a green country town, which will never be burnt and always be wholesome." For Penn's own use a "plat," 403 feet long by 172 feet deep, and which extended from High Street, southward on Front and Second streets, half-way to Chesnut Street, was set aside by the commissioners. The house, in obedience to his wish, stood almost exactly in the midst of the enclosure. The building was plain and of brick, two stories in height. Penn's country seat was at Pennsbury, on the Delaware, above Bristol, and here he preferred to reside.

Shiploads of immigrants arrived, and the new English comers huddled down in a corner by the Delaware, near to the kindly Swedes, and in that corner the town remained for nearly a hundred years. Houses of English brick, lined with black or of gray "glimmer" (mortar mixed with broken stone and mica), slowly took the place of the first caves and cabins, in contrast with which they, doubtless seemed like palaces. They were in reality, as a rule, small, inconvenient, two-story buildings, built close along the river's edge, or at long intervals on the muddy roads which served as streets. There was from the commencement, however, a singular simplicity and lack of self-assertion, not only in the houses of the new colonists, but in all their habits and ways. The Swedes and Friends, like the Puritans, did not shake the forests with their hallelujahs, nor harrow the feelings of succeeding generations with tales of the persecutions from which they fled, but they quietly made their little village the only home of religious liberty then in the New World. Hereto came those who were

persecuted for their religious opinions, not only in the Old World, but in the young colonies in the new. Here the different sects lived together in "brotherly love" and the pastors evinced their friendliness toward each other by appearing occasionally in each other's pulpits.

There was very little stir of any sort in the village. We find a curious account of the place, written by one Gabriel Thomas soon after landing. There were thirty carts in it, the only vehicles except Penn's calash. Laboring men were paid three times as much as in England, Gabriel himself having to pay two shillings for a pair of boots. Women's wages he writes down "as most exorbitant—from £5 to £10 per annum." They had the game in their own hands, he said, as "a wench, if not paid enough, will take land and turn farmer. There are no begars, nor olde maydes, neither lawyers nor doctors with lycence to kill and make mischief."

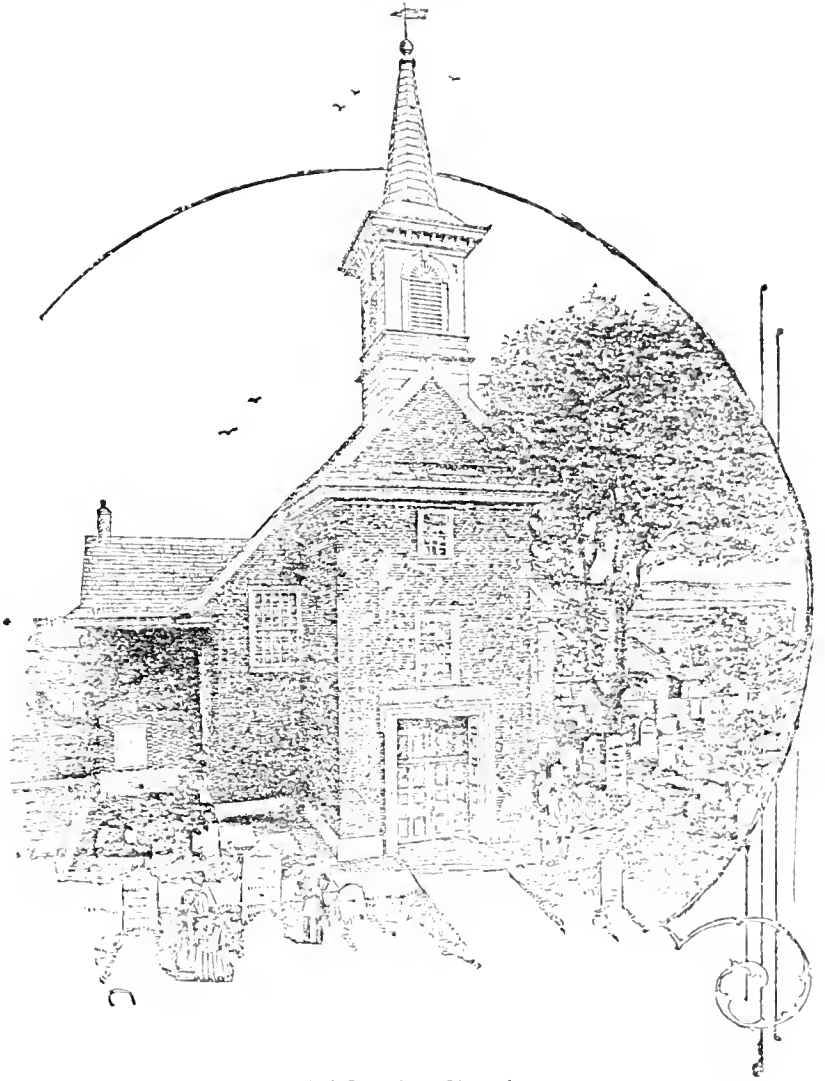
The village lay on the edge of an impregnable wilderness, stretching to the Pacific ocean; on the other side was the river, an open highway to the sea, where Kidd with other pirates plied their trade, storing their plunder in certain dens along the river. At long intervals came to the settlement men of means, cadets of respectable families, driven by persecution from England, or emigrants from the Barbadoes, bringing their slaves or



household goods with them; and thus the population continued to grow. In the summer of 1683 there were only three or four houses in the town. The ground-squirrels still lived in their burrows, and the wild deer ran through the town without alarm. Two years later the town contained six hundred houses; the schoolmaster had come and the printing-press had begun its work; and by 1686 the population had outstripped that of New York.

THE BUILDING OF THE CITY

started with the erection of the historic "Blue Anchor Tavern," which stood at what is now the corner of Front and Dock streets, and where was also the "Blue Anchor Landing," on which, according to tradition, Penn first set foot in the "City of Brotherly Love." Before the tavern was completed other houses were in course of construction. The "Blue Anchor Landing" was at the mouth of Dock Creek, which was a considerable stream that Penn intended should be a natural canal to the heart of the town. This stream was composed of two branches, one of which commenced between Fourth and Fifth Streets, north of Market, and ran south by east, crossing Market Street west of Fourth and Chestnut Streets about the line of the present Hudson Street, and by the latter south in rear of the property of the Board of Brokers, where it was joined by a branch which began west of Fifth Street, below Walnut Street, and flowed toward the northeast. It crossed Walnut Street between Fourth and Fifth, near the building of the Schuylkill Navigation Company, and crossed Fourth Street. These streams thus united, flowed eastwardly, bearing to the south, and formed the body of Dock Creek, the course of which may be traced by the street of that name. Not far from the Delaware this stream received the water of another branch, which began at about the site of St. Peter's Church, at Third and Pine Streets until it struck the head of the present Little Dock Street, along which it flowed to the northeast until it reached the main stream. This branch was called Little Dock Creek, the Indian name for which was Coocomoon. Where the Girard Bank now stands on Third Street, below Chestnut Street, vessels formerly discharged their cargoes. The sluggish current of the creek caused its bed to gradually fill up with mud, and in time the creek became the receptacle of a mass of sewer contamination and garbage, so much so that it caused great sickness in the town. In 1784 it



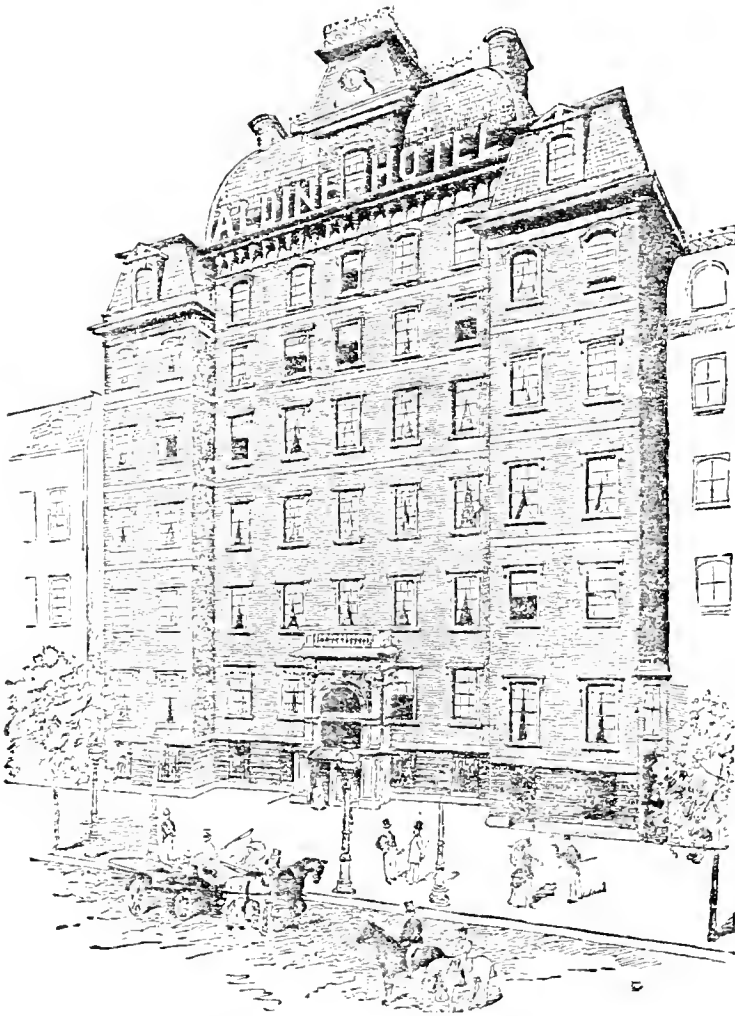
Old Swede's Church.

was cleansed and arched over, and a street was laid out above it, a proceeding which was followed by an immediate improvement in the public health.

Front Street was the first street to be opened, and as its name implies it was then in reality the front street, overlooking the waters of the Delaware river. Delaware Avenue, now the centre of vast traffic and crowded with wharves, ferry-houses, wholesale business and shipping houses, had then no existence, and Penn had arranged that it should not have, but that the front of the Delaware should be an open esplanade, to be planted with

trees, and form an airy and agreeable walk for the citizens. His straits for money at a later day, however, unfortunately led him to relax from this intention, and to sell these lots for bank-vaults and stores. It was a sore grievance to him, on his second visit to the city, to see the "growing deformity" of this part of the city. "My necessity, not my will, hath done this," he remarked. The abandonment of his plan was a great and last-

ing loss to the city, only partially remedied by the bequest of Stephen Girard at a later day for the improvement of the water front.



To-day, Delaware Avenue, running the whole length of the Delaware river front within the city's limits, presents at all times one of the busiest scenes to be met with in the city, and the visitor is not slow to discover that the thoroughfare is too narrow and contracted for the accommodation of the vast and varied business done in it, both night and day. Piers and wharves abound in the extreme lower portion of the city for the accommodation of the extensive coal, oil and grain industries that are congregated there, and all along the water's edge—from below Washington Avenue to above Richmond, there is a continuous line of ferry-boat slips, wharves, docks and piers, where are to be seen all kinds of shipping-craft, from the turtle-shaped ferry-steamer to the ponderous monarchs of the ocean. The avenue is the great centre of the fish and oyster trade, and hither resort, from all parts of the city and suburbs, the retail dealers in these articles of food. Here, too, the merchants in butter, cheese, cured meats, vegetables, foreign and native fruits, and country produce of every description do most abound. On the upper river front, in the old district of Richmond, is Port

Richmond, where are located the Reading Railroad Company's coal wharves, which are worth a visit. This point of interest is reached by a branch which leaves the main line of the Reading just south of the West Falls Station, and, crossing the Schuylkill by a magnificent stone bridge, traverses the upper part of the city to the Delaware. Numerous steam-colliers are engaged in carrying coal from this point to eastern ports. In the neighborhood of these coal wharves, and located on the river front, are many extensive industrial establishments, prominent among which are the famous ship-building yards of Messrs. Cramp & Sons, where vessels of all sizes may be seen in course of construction. The river itself is at all times alive with craft of every description, with ferry-boats flitting between the Philadelphia and Jersey shores, coasting vessels coming and going, steam-tugs and row-boats, ocean tramps weighted with merchandise, and regular ocean steamers from all the principal ports of the world.

STREETS AND PRINCIPAL BUSINESS SECTIONS.

As originally planned by Penn in 1682 the city embraced less than two hundred blocks bounded on the north by Vine Street, on the south by South Street, on the east by the Delaware, and on the west by the Schuyl-

kill river. For nearly a century this small area was much larger than the actual city. As late as 1776 the business section of the city, which alone was built up closely, occupied not more than thirty or thirty-five blocks, east of Seventh Street. Beyond these limits there were but comparatively few houses, of which many were isolated as in the country, while there were a number of clusters like small villages. As the population increased in the city proper, the suburban districts, north, south and west of the city lines, slowly filled up and were organized into districts, each with a semi-municipal government. All of these have been absorbed by the city, and concerning these we shall have more to say hereafter.

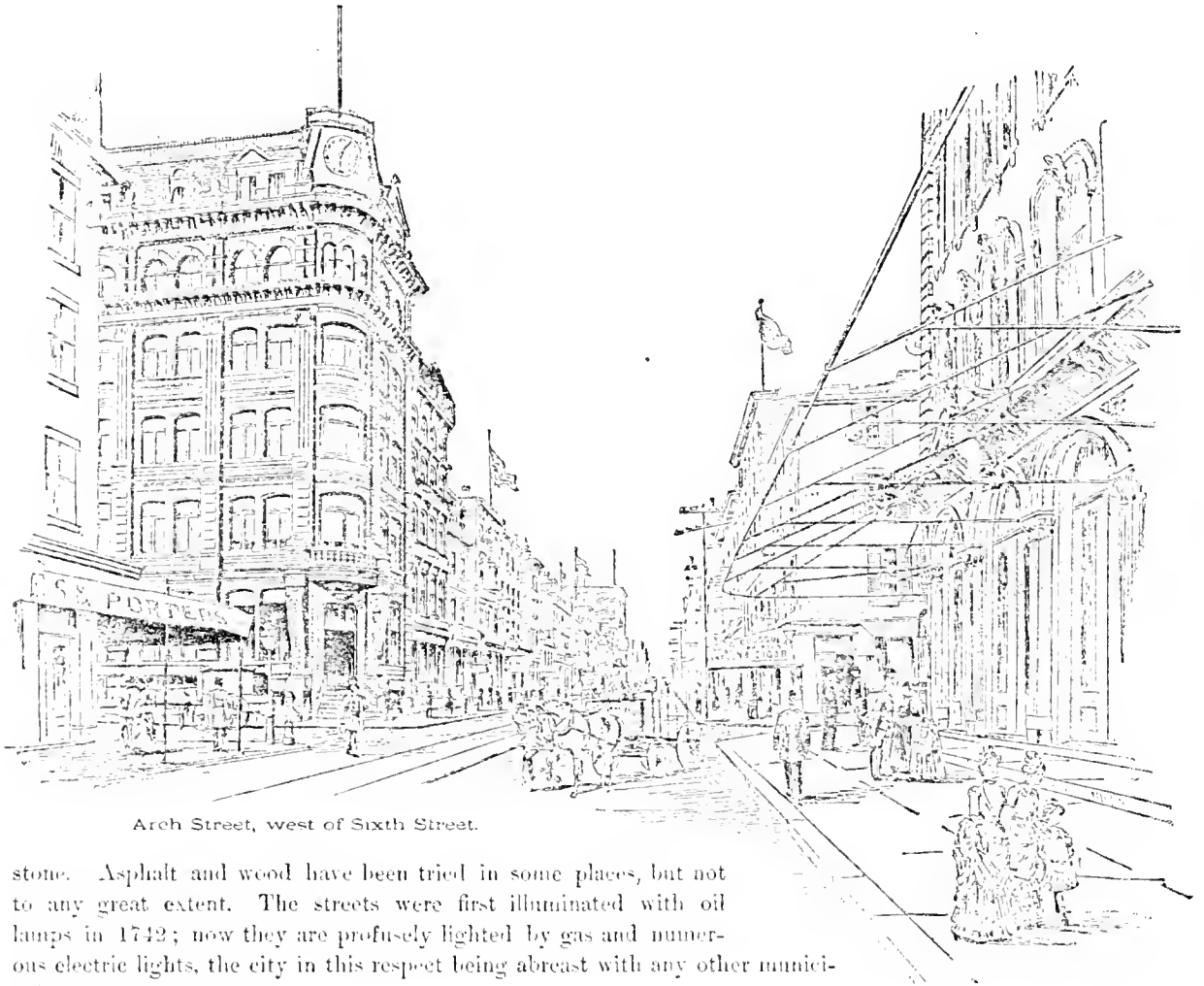
Penn's original plan for the laying out of the city was adhered to by his successors. Streets fifty feet in width run from north to south and from east to west, crossing each other at regular angles. The streets which run from river to river (from east to west) are named in most part, after the fruit and forest trees which were found growing on the spot when the first settlers arrived. The streets from north to south are numbered in regular order from No. 1, on Front Street, upward. The city is divided at Market Street into north and south, all streets above and below being known as North Third, South Third, etc. The buildings are numbered by blocks, small intermediate streets being included in the blocks. Each block is calculated as containing one hundred houses, thus: Market to Arch, 100; to Race, 200, etc. The houses on the streets running east and west have the odd numbers on the north side and the even numbers on the south. The houses on streets running north and south have the even numbers on the west, and the odd numbers on the east. For facilitating the finding of any number in any thoroughfare the following will be found very handy for reference:—

STREETS RUNNING NORTH AND SOUTH WEST OF DELAWARE RIVER.—Delaware Avenue; 100, Front Street; 200, Second Street; 300, Third Street; 400, Fourth Street; 500, Fifth Street; 600, Sixth Street; 700, Seventh Street; 800, Eighth Street; 900, Ninth Street; 1000, Tenth Street; 1100, Eleventh Street; 1200, Twelfth Street; 1300, Thirteenth Street; 1400 Broad Street; 1500, Fifteenth Street; 1600, Sixteenth Street; 1700, Seventeenth Street; 1800, Eighteenth Street; 1900, Nineteenth Street; 2000, Twentieth Street; 2100, Twenty-first Street; 2200, Twenty-second Street; 2300, Twenty-third Street; Schuylkill River; 3000, Thirtieth Street; 3100, Thirty-first Street; 3200, Thirty-second Street; 3300, Thirty-third Street; 3400, Thirty-fourth Street; 3600, Thirty-sixth Street; 3700, Thirty-seventh Street; 3800, Thirty-eighth Street; 3900, Thirty-ninth Street; 4000, Fortieth Street; 4100, Forty-first Street; 4200, Forty-second Street; 4300, Forty-third Street; 4400, Forty-fourth Street; 4500, Forty-fifth Street; 4600, Forty-sixth Street; 4700, Forty-seventh Street; 4800, Forty-eighth Street; 4900, Forty-ninth Street; 5000, Fiftieth Street; 5100, Fifty-first Street; 5200, Fifty-second Street; 5300, Fifty-third Street; 5400, Fifty-fourth Street; 5500, Fifty-fifth Street; 5600, Fifty-sixth Street; 5700, Fifty-seventh Street; 5800, Fifty-eighth Street; 5900, Fifty-ninth Street; 6000, Sixtieth Street; 6100, Sixty-first Street; 6200, Sixty-second Street; 6300, Sixty-third Street.

The city contains over two thousand miles of streets, twelve hundred and fifty of which are public highways. The municipality stretches from north to south for a distance of eighteen and three-quarter miles, and from east to west fourteen miles, while the total length of boundary around the city limits is seventy and a half miles. There are over three hundred miles of street railways, and one hundred and thirty-five miles of steam railroads in the city, which is drained by over three hundred miles of public sewers.

What a marvelous achievement in the line of progress in the course of less than half a century these figures indicate! In 1752 Philadelphia was still what its founder desired that it should be, "a green country-place," extending a mile along the Delaware, and about half a mile back from its shores. The houses, built principally of brick and stone, as to-day, stood each surrounded by its garden. Almost every householder kept his cow, which was pastured in the outskirts of the city. The peach orchards bore so abundantly that pigs were fattened on the fruit. There were still persons who remembered when the site of the city was a forest; indeed the first child born in the colony was yet living, a man of sixty-two years. Game was plentiful in the neighborhood; and as late as the middle of the last century, wolves and bears were occasionally shot within eight miles of the State House. The paving of the thoroughfares has long been a vexed question with the Philadelphians. In 1760 the streets all remained unpaved. The soil being of clay, the streets in the wet season were almost impassable. It was not an infrequent sight to see carts stuck fast in the mud and horses up to their knees in mire. The roads leading to the city were in even a worse condition. Franklin, "seeing with pain the cleanly people wading in mud up to the stalls" about the market place, used his influence to secure a pavement, and later set on foot a subscription for having it regularly swept. The convenience of this pavement

aroused a general desire for the paving of other streets, and made the people willing to be taxed for the purpose. Second Street was the first thoroughfare to receive a pavement, and in 1761 \$7500 were raised by lottery to be used in paving the streets. Another lottery produced \$5250 for the same purpose ten years later. The sidewalks were generally laid in brick. Now there are more than nine hundred miles of streets paved, and over eleven hundred miles either unpaved or laid with gravel. There are over five hundred miles of streets paved with cobble-stones, and concerning these there is unceasing grumbling on the part of the public, for where these are the streets are more or less in a bad state. Forty-seven miles or more of streets have already been paved with stone blocks, and is likely to be the style of pavement in the future. The road-bed of more than one hundred miles of streets is of broken stone, and that of two hundred and fifty miles of streets is of rubble-



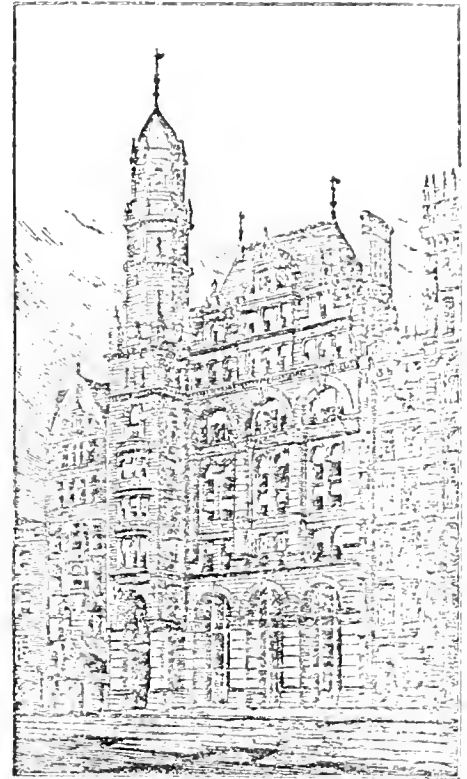
Arch Street, west of Sixth Street.

stone. Asphalt and wood have been tried in some places, but not to any great extent. The streets were first illuminated with oil lamps in 1742; now they are profusely lighted by gas and numerous electric lights, the city in this respect being abreast with any other municipality on the continent.

The earliest settled portion of the city—that section comprised within Vine Street on the north and South Street on the south, and from the banks of the Delaware on the east to Fourth and Fifth Streets on the west—is the main mercantile business portion of the city, through Market Street, extending from the river up to the City Hall, and other thoroughfares are noted wholesale business centres; but the chief warehouses and great stores, as well as the mercantile exchanges, are to be found in the streets bordering on and near the bank of the river. The value of property in this section is immense, and it will continue to increase in ratio with the expansion of the city. Watson, in his "Annals of Philadelphia," tells a story of one Anthony Duché, "a respectable refugee from France," who was one of Penn's ship's company on his second voyage to Philadelphia. Duché had lent Penn a small sum of money, about thirty pounds. On their landing, Penn offered him, in lieu of the debt, what he called "a good bargain in land," namely, the whole square between Third and Fourth

Streets, with the exception of a small piece, already occupied as a Friend's Burial Ground. Duché replied, "You are very good, Mr. Penn, and the offer might prove advantageous; but the money would suit me better." "Blockhead!" cried Penn, "thou shalt have thy money; but canst thou not see that this will be a very great city in a very short time?" "So I was paid," adds Duché, "and have ever since repented of my folly." To-day that self-same property is worth many millions. All this section of the city contains the principal importing houses in every line of merchandise, exporting establishments, the handlers of liquors at wholesale, the dealers in manufactures and products of the soil of every description, shipping houses, coal, iron, and insurance offices, railroad offices, Chamber of Commerce, Maritime Exchange, and other commercial institutions.

Fifth, Sixth, Seventh, and Eighth Streets, and notably the latter, are the principal retail shopping centres, and thereon are to be found many stores of a metropolitan character, brilliant with variegated wares, and crowded by buyers hunting for bargains by day and night. The same may be said of Ninth, Tenth, Eleventh, Twelfth, and Thirteenth Streets, each of which has attractions peculiar to itself. Next to Thirteenth Street is Broad Street, a magnificent thoroughfare, so called because of its great width, though it counts in the numbering of the streets as Fourteenth. It has a width of one hundred and thirteen feet, and built across it and also across Market Street stands the majestic and ponderous marble pile, the new City Hall, or Public Buildings, as it is variously called, and which has been for many years in course of erection, and will require many more years to complete it. The main tower of the building lifts its head high above all other buildings in the city, and when completed will contain an illuminated clock and be surmounted by a bronze statue of William Penn, the crown of whose head will be five hundred and thirty-seven feet above the street. Away up for hundreds of feet the tower has now been reared, and from whatever point of the compass Philadelphia is approached the incomplete tower is the first object that strikes the vision. By means of two workmen's elevators, placed in different parts of the building, we are enabled to ascend the tower to a height of three hundred feet, and to the apartment immediately below the clock chamber. Up to this dizzy height we go and there obtain



Penn Mutual Life Insurance Co's
Building.

A BIRD'S-EYE VIEW OF THE CITY.

From the four windows, leading on to heavy stone verandas, a magnificent view is to be had from each,—to the north, to the south, to the west, and to the east,—and the scene is to be remembered for a lifetime. There, brought within range of the eye, is the whole expanse of the city, covering an area of nearly one hundred and thirty square miles, crowded with piles of brick, stone, and mortar, relieved by "breathing spaces" designated by the rich foliaged trees lifting their green branches above the housetops (for Philadelphia has numerous small parks as well as one of immense size), and by the winding rivers, on which are afloat craft of every conceivable kind. Up to this high elevation comes the din of rumbling vehicles over the troublesome cobblestones, the snorting of locomotives as they creep snake-like along the iron roads branching out here and there to some far distant city, and the hum of conversation and the clatter of feet of hundreds of thousands of busy, enterprising people, who have the appearance of dwarfs on the streets, which cross each other like the dividing lines of a checker-board. From this vantage-ground one picks out from the conglomeration of almost innumerable structures edifices that are as the milestones in the history of both the city and nation,—buildings that are familiar to the eye from whatever point seen, and the associations of which have been told and retold to us thousands of times from our childhood to old age. Let us turn in the direction of the rising sun—the east—and to where this mighty city had its beginning, down on the banks of the tortuous Delaware, on the bosom of whose waters dance saucy, puffing tugs, flitting hither and thither, squat,

turtle-like ferry steamers carrying passengers to and from the sister city of Camden on the opposite shore, colliers and other crafts plowing their way up and down the stream, and ocean-going steamers lying snugly in their wharves and evincing their presence by their towering masts. It was up the

DELAWARE RIVER

that William Penn came in his good ship *Welcome* to found the city which will forever hold his name in reverence. Of the greatest importance to Philadelphia is this stream, to which various Indian names have been assigned. Heylin, in his "Microcosmos," or description of the world, published in 1622, calls the river *Arasapha*, which seems to have been derived from *Arasaphé*, "it goes fine," meaning a river at all times navigable and useful. *Poutaxat* was another Indian name sometimes applied to the river, but supposed to be more applicable to the bay. It means round or broad, and is applied exclusively to bays. *Lenape*, *Whittuck*, and other names were also given to the stream. *Lenape* means "Indian," and "*Whittuck*," a tree. The river was discovered by Henry Hudson, an Englishman in the service of the Dutch East India Company, on the 28th of August, 1609. Hudson was the same navigator after whom the Hudson, or North River, was named. After Hudson, the first explorer was Captain Cornelius Jacobsen Mey, who in the year 1613 entered the river in the yacht *Fortune*. He called the eastern cape *Mey* and the western *Cornelis*, another of the western capes being called *Hindlop* or *Hinlopen*, which latter name was subsequently transferred to Cape *Cornelis*. The original Cape *Hinlopen*, near the present town of *Lewes*, lost its designation altogether. Mey, on his return to Holland, left behind him a Captain *Hendrickson* in the yacht *Omrust* (*Restless*), who explored the river, it is believed, as far as the mouth of the *Schuylkill*. On his return to Holland, *Hendrickson* accompanied his report with a map, on which the river now called the Delaware was designated as the *Rivierè Van der Vorst Mauritius*. But Mey had already chosen as a name the *Zuydt*, or *South River*, in contradistinction from the *Nord*, or *North River*. The Dutch also called the stream *Nassau River*, *Prince Hendrick's River*, and *Prince Charles River*. When the Swedes came they called it *Swenska Rivierè*, or *Swedish River*, and it was also called *New Swedeland Stream*, or the *River of New Sweden*. The English gave it the name of *De la War*, which has been modernized into *Delaware*. This name was given because they supposed that *Thomas*, Lord *De la War*, who touched at the bay in his voyage to *Virginia* in 1610, was the discoverer of the river; and as early as 1612 Captain *Thomas Argall*, of *Virginia*, speaks of it as the *De la War River*. The name was therefore given to the river before that which was assigned to it by the Dutch, but the claim that Lord *De la War* was the discoverer was untenable, inasmuch as Hudson had entered the river in 1609. The bay of the Delaware was called by the Dutch *Newport Bay*, also *Godyn's Bay*, after *Samuel Godyn*, a Dutchman, who made a purchase of land in 1629 from the Indians, extending from Cape *Cornelis* or *Hindlop* (*Hinlopen*) inland thirty-two miles and two miles in breadth. The Delaware rises by two branches, both of which are on the west side of the *Catskill Mountains*, *N. Y.* The *Mohawk*, or main branch, rises from a small lake near the border of *Seboharie County*, in that State, at an elevation of one thousand eight hundred and eighty-six feet above tide-water, and gradually winds its way tortuously to the *Pennsylvania State line*, in 42° N. lat., eight miles below which it receives the *Popachton* branch from the southeast. The river then proceeds in a winding course southeast for sixty miles, to the northwest corner of *New Jersey*, at *Carpenter's Point*, at the mouth of the *Neversink River*. It then turns to the southwest, along the base of the *Kittanning* chain of mountains thirty-five miles, when it passes this mountain by what is called the "*Water Gap*," which is considered a great curiosity. The distance through the mountains is two miles, and the banks rise in a rugged and lofty wall, one thousand six hundred feet high, precipitously from the water's edge, leaving at the southeast entrance scarcely room for a road, overhung with immense masses of rock. The passage, however, widens towards the northwest, and the river has bordering upon it some beautiful and fertile lands. The view of the "*gap*" is highly picturesque, and the river here has a great depth. From this point it pursues a southeast, and then a southwest, course to *Easton*, where it receives the *Lehigh*, a large branch from the west. Thence the river has a southeastern course to *Trenton*, sixty miles below *Easton*, having in that distance twenty-five rapids, with a total fall of one hundred and sixty-five feet. These rapids are navigable at high water. At *Trenton* is a fall which obstructs navigation, and below which it enters tide-water. The river below *Trenton* turns to the southwest, until near the bay, which enters the ocean in a southeastern direction. Seven miles below *Philadelphia* it receives the *Schuylkill River*, flowing from the northwest. The whole course of the Delaware,

from its source to its entrance into the bay, is about three hundred miles, and, to its entrance into the ocean, three hundred and seventy-five miles. It is navigable for ships of the line to Philadelphia, by the course of the river and bay, one hundred and twenty miles from the ocean, and forty-five miles from its entrance into the bay; and for sloops thirty-five miles farther, or one hundred and fifty-five miles from the ocean to Trenton. Above the falls at Trenton it is navigable for boats of eight or nine tons for about one hundred miles. The

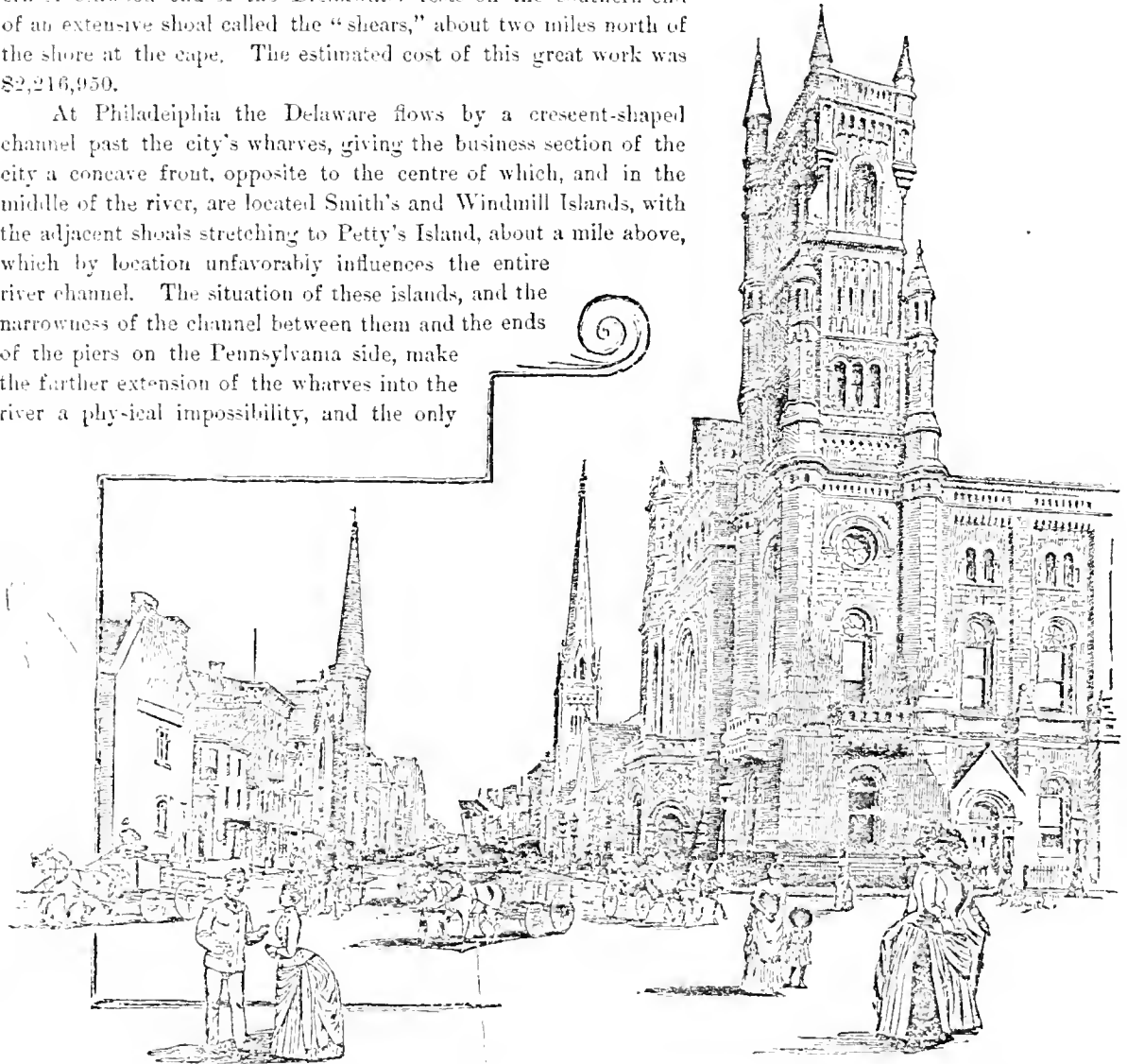


Public Ledger Building.

Delaware is connected with the Hudson River by the Delaware and Hudson Canal, which commences in the Delaware, near the mouth of the Lackawaxen Creek, and extends to Eddyville or Rondout 167 miles from its entrance into Hudson River, and by the Morris Canal, which leaves the Delaware at Easton, Pa., and terminates at Jersey City opposite to New York City. A vast amount of coal is transported on these canals. There is also a canal from Delaware City, forty-two miles below Philadelphia, a tributary of Elk Creek, which falls into Chesapeake Bay. This canal is fourteen miles long

passage of considerable vessels. Delaware Bay, at the mouth of the Delaware River, is a large arm of the sea, seventy-five miles long and twenty miles across its mouth, between Cape May on the north and Cape Henlopen on the south. In the middle it is thirty miles wide. The navigation is difficult, having many shoals. To remedy the inconvenience of having no safe natural harbor the government has erected a magnificent breakwater within Cape Henlopen. The anchorage or roadstead is in a cove, directly west of the cape. The eastern or seaward end of the Breakwater rests on the southern end of an extensive shoal called the "shears," about two miles north of the shore at the cape. The estimated cost of this great work was \$2,216,950.

At Philadelphia the Delaware flows by a crescent-shaped channel past the city's wharves, giving the business section of the city a concave front, opposite to the centre of which, and in the middle of the river, are located Smith's and Windmill Islands, with the adjacent shoals stretching to Petty's Island, about a mile above, which by location unfavorably influences the entire river channel. The situation of these islands, and the narrowness of the channel between them and the ends of the piers on the Pennsylvania side, make the farther extension of the wharves into the river a physical impossibility, and the only



Broad Street, looking north from Public Buildings.

remedy left is to secure the removal of the islands. This is what the Philadelphia Board of Trade, in its annual report, just issued, says, and it is what the various commercial organizations in the city have been for a long time urging year after year. The difficulty that Philadelphia labors under, says the Board of Trade report, and it must eventually retard her progress and cripple her as a commercial centre, is the lack of proper wharf for the large vessels now engaged in trade. From the influences now being brought to bear it is believed the national government will be induced to remove the present obstructions in the river. Among the advantages to be gained by the removal of the islands and shoals now obstructing the river will be the new wharf line for both sides of the river. It is desired that the Philadelphia wharves may be extended to their proper length, so that the increasing commerce of the city may be adequately accommodated.

and the existing difficulties may be remedied, and also that the traffic between the two states on the opposite sides of the stream be made easy and direct across a river entirely free from obstructions. "The network of railways ramifying through the New Jersey peninsula, and terminating opposite the city of Philadelphia, will be vitalized by larger, more efficient and economical terminals, and the cross river transit could then be made possible in a shorter time by more capacious ferry-boats than can now be used. An extensive water-front could also be reclaimed on the New Jersey shore and made available for commercial purposes."

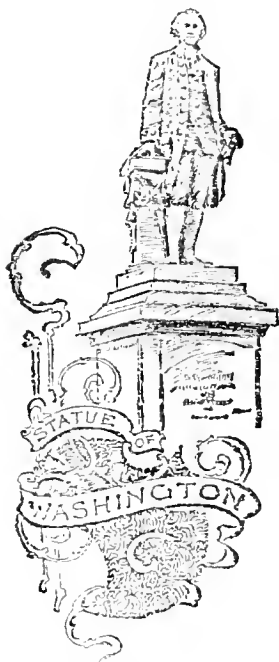
MARKET STREET.

From our vantage in the tower of the new City Hall the eye has a full, clear sweep of that magnificent thoroughfare, Market Street, down to its terminus on the bank of the Delaware. In these pages will be found beautiful views of those sections of the street looking east from Sixth Street and between Twelfth Street and the hall in whose tower we are standing. These views will give a fair idea of the character of the business houses which line this busy thoroughfare, which for the most part is devoted to the wholesale branches of the various departments of commerce. The street is one hundred feet in width, and the commercial marts located upon it are noted not only for the richness and elegance of their architectural designs and embellishments, but also for their substantial aspect. The majority of these structures are of vast dimensions, and will compare favorably with those of their class in any city either in the New or the Old World. Market Street is full of historic associations endeared to all Philadelphians. It is the main artery of the city, the spinal column of the body corporate, and from it all the avenues of human and commercial life branch out to all sections of the municipality. Market Street was the High Street of Penn and his successors, and was first utilized to accommodate a line of market-houses which the founders of the city early provided for. By degrees the encroachments of business marts swept these out of existence, but not before their presence had brought to the street its new name. There are, however, two market buildings now on the street, but these are of comparatively modern construction and there are rumors to the effect that these also will have to disappear ere long to make way for a railroad depot. Fabulous prices are now demanded for property on this thoroughfare, yet the value of land within the city's limits little more than a century ago was remarkably low. In 1737 the whole square from Market to Chestnut, and from Tenth to Eleventh Streets, was leased for twenty years for ten dollars per annum and the additional consideration that the lessee should fence the plot and sow it with "English grass." Subsequently the lessee sold his interest in the lease for twenty dollars. The coachman to William Penn was offered by his employer, in lieu of a year's wages, the whole of a square between Market and Second and Chestnut and Walnut Streets. Penn offered to sell for one hundred dollars the whole square from Market Street to Arch Street, and from Front to Second Streets, and the offer was declined. When, in 1792, a house was built on Market Street, above Fifth, the owner was "almost considered as deranged for putting his building so far beyond the seat of civilization." On this street, between Fifth and Sixth Streets, stood the residence of Robert Morris, the financier of the Revolution. It had to give way to the advances of commerce. It was a large marble house, built in the plain style of architecture which at that time and since has been characteristic of the "City of Brotherly Love." It was three stories high and thirty-two feet in width; it had eleven windows in front and a door furnished with three stone steps. It had formed part of the marriage portion of the wife of Richard Penn, son of the last Proprietary, and for some years was occupied by him. When the British forces were in possession of the city in Revolutionary days it was the headquarters of Lord Howe. When Washington became president he took up his residence in this house, for which he paid a rent of three thousand dollars, after refusing the office of the State Legislature of a finer house on Ninth Street, on the ground that he would by no means consent to live in any house which was not hired and furnished from his own means. From his house "at twelve every day it was the President's custom to walk forth and set his watch by Clark's Standard, southeast corner of Front and High (Market) Streets. All the passers-by took off their hats and stood uncovered till he turned and went back again. He always returned these salutations by lifting his hat and bowing low. On fine days he went out to walk, attended by his two secretaries, one walking on either side of him. They were never seen to talk to each other. On Sundays he drove to Christ Church in a cream-colored coach with enameled figures on the panels. (The carriage is still preserved in Philadelphia.) All his servants wore liveries of white cloth turned up with scarlet or orange."

On this street also lived the famous Benjamin Franklin, whose memory is revered by all Americans, and

particularly by Philadelphians. Here he died, after an eventful and useful life, at the age of eighty-five. On the corner of Market and Front Streets was built, about the year 1702, the Old London Coffee House, where the celebrities of that age were wont to assemble for sociable intercourse. The building has now descended to the plane of a cigar store. It was in a house in this (Market) street that the committee of five members entrusted with the task of framing the Declaration of Independence held their meetings, and where Thomas Jefferson wrote the immortal document. The exact site of this house is in dispute, but the general belief is that it was on the corner of Seventh and Market Streets, where the Penn Township Bank now stands. A plate bearing an inscription to that effect has been affixed to the present building. Running parallel with Market Street, and lying on the south of it, is another historic thoroughfare, the pride of Philadelphians, and an object of interest to all visitors to the city. This is

CHESTNUT STREET.



This thoroughfare is, in its upper portions, Philadelphia's fashionable promenade, and in its lower part is largely devoted to commission and jobbing houses. From Delaware Avenue and Water Street, where once dwelt "many of the richest and genteel merchants," to Third Street, it is almost wholly taken up with commercial establishments, representing the cotton, wool, iron, dry goods, hardware, and tobacco trades. At Third Street begins the principal financial centre of the city, and the visitor finds banks, insurance brokers' and corporation offices extending up and down Third, up Chestnut to Sixth, along Fourth, and up and down Walnut Streets. A fine view of the commercial buildings in Third Street will be found given in this work. Chestnut Street has a width of twenty-five feet, and it is lined on each side by buildings whose architectural magnificence and substantial construction in stone command the admiration of all who see them. The First National Bank Building, on the corner of Third and Chestnut Streets, is a structure of fine proportions, and near it is the National Bank of the Republic, which

presents to Chestnut Street an imposing front of English redstone and Philadelphia red pressed-brick, and the entire structure of two stories covers an area of thirty feet front and one hundred and eighty feet in depth. A little farther up, at Nos. 327-330, is the splendid edifice of the Fidelity Insurance, Trust and Deposit Company, incorporated in 1886. A short distance from Chestnut Street, and on the east side of Fourth Street, is a building worthy of mention in this connection. This is the William Forest Estate Building, which comprises three separate structures of different styles of architecture and dates of construction. Of these the southernmost is the most attractive and striking to the visitor. It has a height of six stories, the second, third, and fourth of which have a central projection in the facade that gives a pleasant aspect to the building. There are two banks—the Central National and the Fourth Street National—located in this building, which also affords office facilities to a large number and variety of professional and business men.

Standing on the corner of Fourth and Chestnut Streets is the R. D. Wood Building, unique in its architectural design, and rising to a height of seven stories. It is admittedly one of the most elegant and useful business edifices in the city. Near this building is a passage-way guarded by iron railings, leading to a building which was the cradle of American independence. This is Carpenter's Hall, the place where, as the visitor is told by an inscription on the walls, "Henry, Hancock, and Adams inspired the delegates of the colonies with Nerve and Sinew for the Toils of War;" the place where the first Continental Congress assembled, and where the first prayer in Congress was offered up by the rector of Christ Church, Mr. Duché, on the morning after the false report had been received of the bombardment and destruction of Boston. The first Provincial Assembly also held its sittings here, and later it was occupied by the British troops, and next by the United States Bank and the Bank of Pennsylvania in succession. The hall was built in 1770 as a meeting-place for the housecarpenters of Philadelphia. After its use by the first Continental Congress and for other public purposes, the building, which is a substantial two-story brick structure, passed into the hands of one tenant after another, until it degenerated into an auction room. Then the Company of Carpenters retook possession, restored it as nearly as possible to the state it was in when the Continental Congress gathered within its walls, and it is now

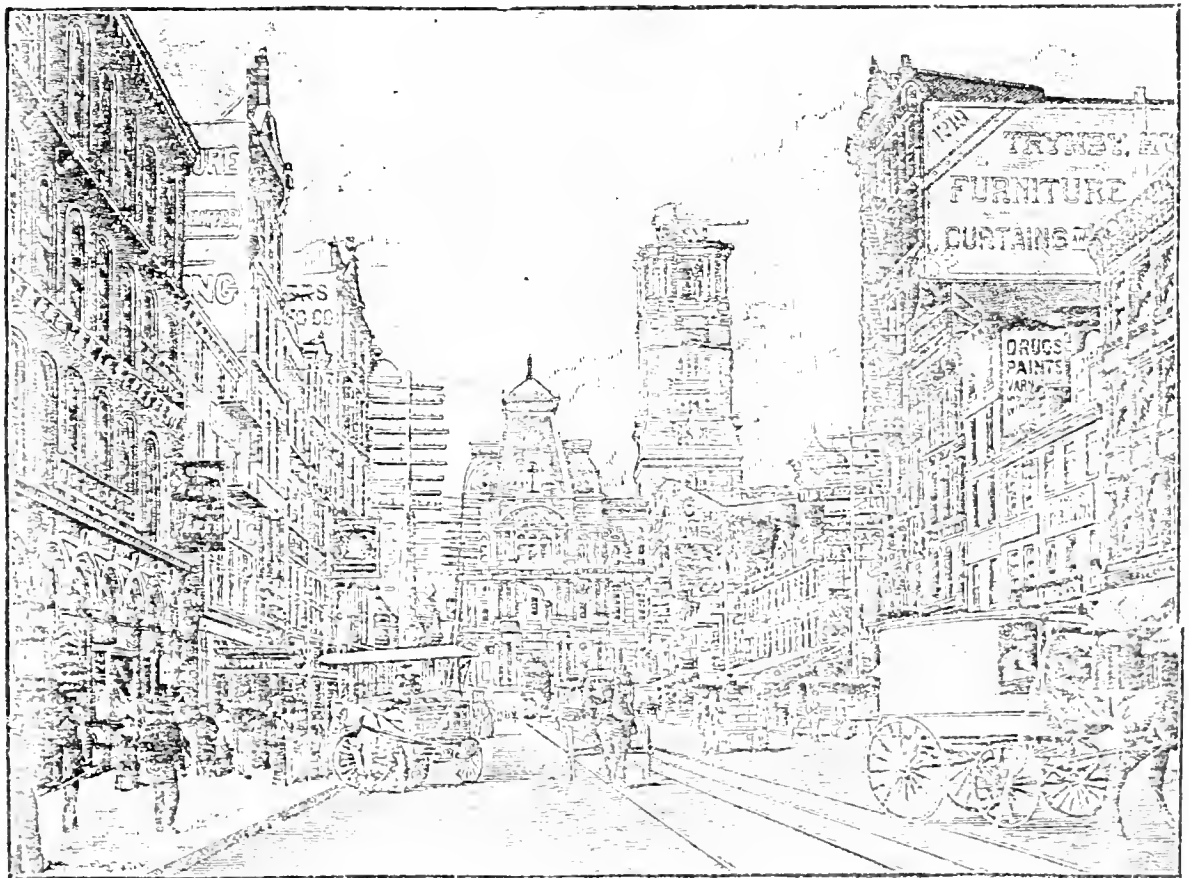
carefully preserved and daily thrown open to the inspection of visitors. The walls have suspended upon them many curious and interesting mementoes of the Revolutionary days, and the visitor will find much here to interest him.

Above Fourth Street is the Custom House, a splendid marble building, erected in imitation of the Parthenon at Paris, and is one of the finest specimens of Doric architecture in the United States. It was erected in 1819, completed in 1824, and cost half a million dollars. It is built upon a raised platform, has a front of 87 feet, is 101 feet deep. In the front eight fluted Doric columns 27 feet high, 4 feet in diameter, support a heavy entablature. The building has a very splendid interior, of which the principal apartment, 81 feet long by 48 wide, is ornamented by fluted Ionic columns and sculptured embellishments.

Two blocks' distance away, between Fifth and Sixth Streets, is the historic edifice

INDEPENDENCE HALL,

whose history is a familiar one to every school-boy in the country, and a handsome view of which will be found in these pages. The long, old-fashioned fabric of red brick, with its white marble facings and thick window-sashes, is, from step to steeple, venerated by all patriotic Americans, for almost every name and every incident connected with the birth of the nation is associated with it. Independence Hall was originally the State House, and while it has its front on Chestnut Street it has in its rear Independence Square, now a beautifully laid-out and admirably cared for park. It was built by the Colonial Assembly in the years 1732-1741; and though it was occupied in 1735, it was not considered completed until 1741, and even then neither tower nor steeple crowned it. In 1750 the Assembly determined to erect a building "on the south side of the State House, to contain a staircase, with a suitable place for hanging a bell." Two detached wings had been added in 1740,



Market Street, from Twelfth Street.

and the building as it appeared in revolutionary days was slightly different in external appearance from what it is now. Since the "times which tried men's souls" the three isolated buildings have been connected, others having been built in the spaces between them, and the entire square is now used for court rooms and offices connected with them, and has a local designation as "State House Row." When the Assembly had determined to provide "a suitable place for hanging a bell," a bell was ordered to be cast in England, with the famous inscription, then almost prophetic of the paean of nearly a century later: "Proclaim liberty throughout all the land, unto all the inhabitants thereof" (Leviticus xxv. 10). The bell was received in Philadelphia in August, 1752, but upon trying the tone, it was found to be cracked. Messrs. Pass & Stow, of Philadelphia, recast it, but in consequence of having had too much copper put into it, it proved unsatisfactory in tone, and was recast a second time with eminent success. This was the far-famed "Liberty Bell," which, upon the 8th of July, 1776, rang out the glad tones of American liberty, in obedience to its inscription. In 1828 a bell of 4275 pounds weight was cast to occupy the new steeple which had been erected, and from this time the "Liberty Bell" was rung only on special occasions, until it was cracked on the 8th day of July, 1835, while tolling in honor of Chief Justice Marshall, who had died in this city two days before. Several offers were made to ring it, or repair it, but on Washington's birthday, 1843, it was found that the fracture had so increased that the bell could not be rung at all, and it has ever since been a venerated invalid and permitted to rest in honored retirement. It is now one of the chief attractions in Independence Hall, it being hung overhead, in the base of the steeple, the rotunda, where is a staircase, by ascending which visitors can have a full and close view of the famous old bell. It was in Philadelphia Hall, so familiar to every reader of American history, that the Declaration of Independence was considered and adopted, and from its portals it was proclaimed. In this hall Washington read his farewell address, in it the articles of confederation were adopted in 1778, and in it the Constitution of the United States was framed in 1787. The interior of the hall is preserved in its original state, and is carefully kept. The ancient furniture is religiously guarded, and in the building an interesting museum of articles connected with American history has also been established. The museum contains much to attract the patriotic visitor. In front of the building stands a handsome statue of the "father of his country," and in the interior of the hall are paintings of Washington and also many other objects of interest. Some of these are especially suggestive. Still hanging from the ceiling is the antique glass chandelier which shed light upon the momentous and prolonged proceedings during the night of the Third of July, and the furniture is the same as that used by Congress. There is a chair here which is noteworthy, as being in itself quite an aggregation of antique and historical curiosities. It was constructed in 1838, and among the materials used are a portion of a mahogany beam from a house built in 1496—the first by European hands in America—for the use of Christopher Columbus, near the present city of St. Domingo; fragments of the Treaty Elm, and of William Penn's Cottage in Letitia Court, since removed to Fairmount Park; of the frigate *Constitution*; of the ship of the line *Pennsylvania*; and one of a group of noted walnut trees which in the olden times served as a landmark to persons going from the city to the State House, then out of town, and in front of which the trees stood. Among the other relics invested in this piece of furniture are portions of cane seating from a chair which belonged to Penn, and a lock of hair of Chief Justice Marshall. Franklin's desk, and a portion of the pew used by Washington in Christ Church happily link the truths and wonders of science and the blessings of revealed religion through two of our most loved names. The walls are hung with portraits of historical characters from Hernando Cortez to William Penn, from Thomas Jefferson to Andrew Jackson—including, so far as attainable, correct likenesses of the signers of the Declaration, and the leading soldiers who carried out the doctrines of that document, and forced them through the privations, battles, cabals and victories of seven years to the very throne of England, from which George Third had to acknowledge their supremacy, if not their wisdom. The gallery contains such effigies of heroes as are beloved of the Republic, and the painter of the large majority of the heads was Charles Wilson Peale, who had seen the men whose features he transferred to canvas in their heroic moods.

A little beyond Independence Hall the visitor reaches the busy newspaper region, the "Printing House Square" of Philadelphia. At the corner of Chestnut and Sixth Streets is the splendid Public Ledger Building, where is daily issued the *Public Ledger*, one of the most noted daily newspapers in the country, by Mr. George W. Childs. Around about this neighborhood are the homes of the other principal leading daily newspapers of the city, namely, the *German Democrat*, *Inquirer*, *North American*, *Press*, *Record*, *Times*, *News*, *Call* and *Bulletin*, all of which are housed in commodious buildings, that of the *Record* being a most elegant and costly

structure. The *Court Record, Free Press, Gazette, Tageblatt, Volksblatt, Star, Item, Telegraph*—have their offices in different parts of the municipality. There are also several religious, trade, and other weekly papers published in the city, and these are severally ably conducted, and have large circulations even beyond the city's limits.

A short distance from the *Ledger* office is the new magnificent Drexel Building, a splendid marble edifice which towers above all its neighbors in the city save the new public buildings. In this building are two banks. The Stock Exchange has recently removed into this building and also the Board of Trade. Both have most convenient and commodious quarters. The Stock Exchange was originally organized in the Exchange Coffee House, in Second Street, where, in one corner of a room used by merchants and others as a common rendezvous, at certain hours of the day the brokers met to deal in stocks, bills of exchange, and promissory notes. This was about the year 1790, and the secretary of the exchange, Mr. John C. Johnson, has in his possession a stock list bearing the date 1792. In the course of its history the exchange has been located in various places, but in its present rooms it is very comfortably housed. The Board of Trade is the successor of a commercial organization founded in 1801, called the Philadelphia Chamber of Commerce, which was absorbed in the present Board of Trade in 1845. This is a strong and influential commercial body, and has for its president Mr. Frederick Fraley, and for its secretary Mr. William R. Tucker. The Drexel Building is also occupied by many professional and business men. Between the Drexel Building and the corner of Ninth Street several old buildings have been torn down to make room for more ornamental and artistic edifices now in course of erection, and, when completed, will add to the many attractions of this popular thoroughfare.

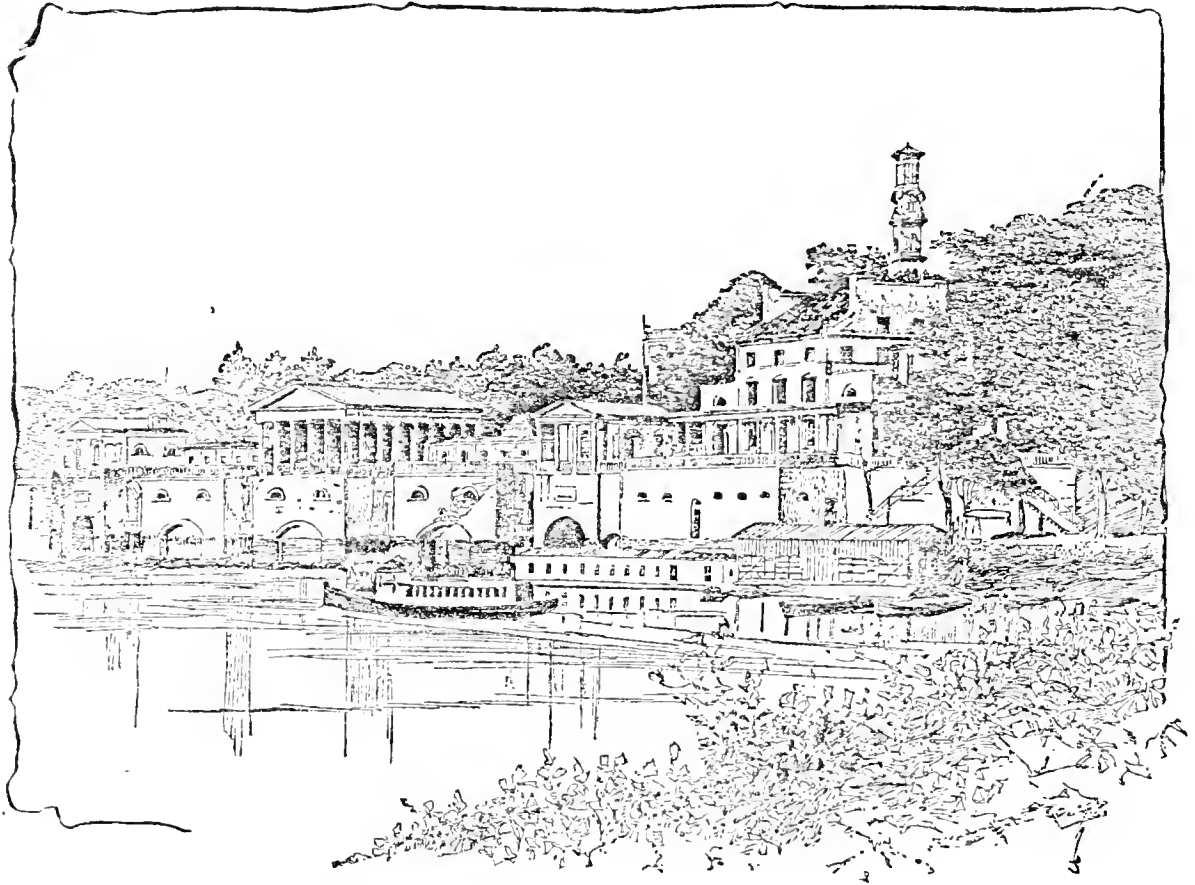
On the corner of Ninth Street is the Post-office Building, four stories high, and extending from Chestnut to Market Streets, and adjoining the Record Building on Chestnut Street. The Post-office, by reason of its great size and the solidity of its construction, is an edifice that arrests the attention of even the most careless of visitors to the city. It is built in the modern renaissance style, and it is admirably adapted to the uses to which it is devoted. Besides the Post-office, it contains the United States court rooms and offices for various officials of the Federal Government.

On the corner of Tenth and Chestnut Streets is a magnificent granite building worthy of special mention, being one of the handsomest edifices in the city. This was built by and belongs to the Mutual Life Insurance Company of New York. The building is fire-proof, and no expense has been spared to render it perfect in every respect. It has a frontage on Chestnut Street of fifty-eight feet, and extends down Tenth Street for one hundred and seventy-six feet. It has a sub-cellar, a basement, three full stories, and a Mansard. The depth of the sub-cellar below the street level is thirteen feet; from the sidewalk to the top of the Mansard crest is ninety-seven feet; from the sidewalk to the top of the main pavilion is one hundred and four feet, and to the top of the flag-staff one hundred and forty feet. The only woodwork is in the doors. The exterior walls on Chestnut Street are of Rhode Island light granite, backed by a brick wall, sufficiently thick to sustain the whole structure even if the granite were removed by the action of fire. The floors are of white Italian marble tiles, laid upon wrought-iron beams and turned-brick arches, levelled with concrete and hollow brick tiles. The window and door frames are of iron, the wainscoting and surbases of marble, and the staircases of marble and iron.

In this section of Chestnut Street are several splendid insurance companies' buildings, many fashionable jewellers' stores, and nearly a whole block devoted to the sale of pianos and known as "Piano Row." At the corner of Twelfth Street is the world-famed general store of Mr. John Wanamaker, the present Postmaster-General, whose establishment covers an entire block with frontage on Chestnut and Market Streets. This establishment is claimed to be the largest of its kind in the world; undoubtedly it is the largest in America. A little beyond this and on the same side of the street is one of the most interesting buildings in the city. This is the United States Mint. This structure, which is of the Ionic order of architecture and copied from a temple at Athens, was built in 1829, pursuant to an act of Congress enlarging the operations of the government coining, and supplementary to the act creating the mint, which was passed in 1792. The edifice is of brick faced with marble ashlar. Except Saturday and Sunday, it is open daily to visitors between twelve and nine o'clock; and the beautiful and delicate operations and contrivances for coining, as well as the extensive numismatic cabinet, are well worth seeing. Opposite the Mint is the handsome new Lucas Building, and near to the former, on the corner of Broad and Chestnut Streets, a magnificent new structure is in course of erection for the Girard Fire and Life Insurance Company.

WALNUT STREET.

From our vantage in the tower of the Public Buildings we next trace Walnut Street from the Delaware River to Broad Street. It runs next to and parallel with Chestnut Street, and though it is not so popular or much frequented a thoroughfare as the latter, it contains many historical and notable buildings, and is the centre of a vast and important business. The lower portion, from Front up to Third Streets, is largely devoted to shipping-offices, wholesale liquor, and other commercial houses. At its junction with Dock Square stands the old Merchants' Exchange, a magnificent marble building, with semi-circular portico of Corinthian columns, an illustration of which will be found in these pages. It is ninety-five feet wide, one hundred and fourteen feet long, and three stories high. Formerly the basement was occupied by the post-office and two insurance



Fairmount Water-works.

companies. The building is now occupied by the Maritime Exchange and the Lumberman's Exchange. In this neighborhood many elegant buildings devoted to the business in insurance, coal, iron, real estate, etc., are to be seen. At Nos. 308 and 310 is the substantial building of the American Fire Insurance Company. A few doors away is the Philadelphia agency of the Liverpool and London and Globe Fire Insurance Company, whose building presents to the eye a façade simple, chaste, and elegant in design. Nearly opposite stands the venerable pile of St. Joseph's Roman Catholic Church, which fronts on Willings Alley, a small thoroughfare communicating from Third to Fourth Streets. On its site the first Catholic church in Pennsylvania was erected about the year 1730. It was of small dimensions, and, when enlarged, a few years after its erection, it was then only 40x40 feet. As such, however, it served the purpose of the parishioners for nearly one hundred years. It was further enlarged in 1821, and rebuilt to its present dimensions, 40x100 feet, and consecrated in 1839.

Between Walnut Street and Adelphi Street, on Sixth Street, is the Athenæum Library Building, which is deserving of inspection. This library was organized in 1813, and the present building was erected in 1847. The edifice is an excellent specimen of Italian architecture, tasteful in appearance, yet simple in design. At present the large room on the ground floor is used as the library room of the Law Association of Philadelphia. The second story is used by the Athenæum, and is divided into a news-room, library, and chess-room.

Between Fifth and Sixth Streets is Independence Square, formerly called State House Yard. This ground was purchased in 1729, by order of the General Assembly of Pennsylvania, for the purpose of building a State House. Originally the space extended from Chestnut Street, about half way to Walnut; the remaining lots on Fifth, Sixth, and Walnut Streets were purchased at various times before the Revolution. The lots at the corners of Fifth and Sixth Streets, on Chestnut, occupied by the City Hall and the Court House, were granted to the city and county before the Revolution. By act passed in 1736 the ground south of the State House Building was ordered to be "enclosed, and remain a public green and walk forever." The same declaration was made by act passed in 1762, and by act passed in 1816, when the State of Pennsylvania sold the buildings and ground to the city of Philadelphia. Notwithstanding these pledges, the ground has been encroached upon by the erection of the building of the American Philosophical Society on Fifth Street, below Chestnut. The square contains four acres and two rods. Near this is Washington Square, which was originally bounded by Walnut, Sixth, and back ends of Spruce Streets and Eighth Street lots. It is now 540 feet north and south, by 540 feet 4 inches east and west, and contains six acres and two rods. By resolution of Common Council, September 21, 1705, the acquisition of a piece of ground for a burying-place for strangers dying in the city was ordered. The Common Council, which already had a right to the square under the dedication by Penn., applied for a patent for the southeast ground, and it was granted to them January 29, 1706. From that time it was used as a potter's field up to about 1794. During the Revolution the bodies of hundreds of Continental soldiers and British prisoners were buried there. Space for a street on the west side, which was called Columbia Avenue, was appropriated in 1816. The improvement of the ground commenced in the same year, when it was laid out and fenced in by George Bridport, artist and engineer, and trees were planted by Andrew Gillespie. By ordinance of May 19, 1825, the name was changed to Washington Square. On February 22, 1833, a corner-stone was laid in the centre for a monument to the memory of Washington, which still remains in place. The square was first lighted by gas in 1837. Above this point there are several substantial residences, interspersed with offices and stores, up to Broad Street, and beyond this point the thoroughfare is a fashionable residential section.

From our high elevation there is a splendid view of the whole region of the city lying between Walnut Street on the north, and the Horse Shoe Shoals on the south, and between the Delaware and Broad Street. The scene is a grand one. Along the river front are ships of all sizes, the piers of ocean going steamers, and huge manufacturing establishments, among which stand out prominently the large sugar refineries of E. C. Knight & Co. and Claus Spreckles. Away in the distance is Greenwich Point, where are extensive petroleum storage and other wharves, which are connected with the Greenwich extension of the Pennsylvania Railroad and the Delaware Branch of the Schuylkill River E. S. Railroad. The principal streets running east and west in this section are: Locust, Spruce, Union, Pine, Lombard, Gaskill, South, Bainbridge, Monroe, Fitzwater, German, Catharine, Queen, Christian, Marriott, Carpenter, Washington, Ellsworth, Federal, Marion, Wharton, Reed, Dickinson, Greenwich, Tasker, Morris, Pierce, Moore, Siegel, Mifflin, McKean, Snyder, Jackson, Wolf, Ritner, Porter, Shunk, Oregon Avenue, Johnson, Bigler, Pollock, Packer, and Curtin Streets, and part of League Island.

Down near the verge of the river, in Swanson Street, below Christian Street, in the old district of Southwark, where the early Swedes first established there abodes, can be seen the spire of the famous Old Swede's Church, on the site of which, in 1677, the Swedes built a log structure, which served equally well for church or fort, as the exigencies of those somewhat uncertain times might demand. The present building was erected in 1700, and it is the oldest church in Philadelphia. To all appearances it is just as sound now as when it was built. It long ago passed under Episcopal control, and a congregation of that faith worships in it at present. The building is of brick and stands in a cemetery where are to be found gravestones dating as far back as 1612, and the years following down to yesterday, though most of the stones are so much weather-worn as to render many of the inscriptions illegible. A little to the west of the ancient ecclesiastical pile is seen a green patch that relieves the monotony of the scene of house-tops and tall chimneys. This is Jefferson Square, a

popular "breathing-place" for the residents in the Southwark district. In 1835 the Assembly authorized the commissioners of the

DISTRICT OF SOUTHWARK

"to purchase a lot of land in that district to be kept open for a public square forever in the same manner that the public squares in the city of Philadelphia are kept open." The whole of this district, known as Southwark and sometimes as the Southern Liberties, was, prior to 1854, when it became a part of the city of Philadelphia, the oldest district in the county. It began to grow much earlier than the northern portions of the county beyond the city bounds. In this increase the section was very much aided by the Swedish settlements of Wicaco and Moyamensing. This region was the first which required the attention of the General Assembly. By agreement the inhabitants had continued some of the principal streets of the city running north and south through their territory. In regard to the cross-streets there was not always as much unanimity, and for the want of such regulations the inhabitants applied to the Assembly by petition. On May 14, 1762, an act was passed creating the district of Southwark a distinct municipality. The bounds commenced on Cedar Street, at the Delaware, and proceeded thence west to Passyunk road; along the latter to Moyamensing road; thence by Keeler's Lane to Greenwich road; thence to the river Delaware, and along the several courses of the same to the place of beginning. On September 29, 1787, the General Assembly passed an act to appoint commissioners to lay out the district of Southwark, marking out the courses of the principal streets, not only in that district, but also in Moyamensing and Passyunk. This was preparatory to the passage of an act of April 18, 1794, which erected a full corporation under the title of "the Commissioners to lay out the district of Southwark." They laid out a large number of streets, and most of their plans were confirmed by the Supreme Executive Council 1790. The greatest dimensions were one and a quarter miles in length, by one and a quarter miles in breadth, and the total area was 760 acres. The name Southwark was partly adopted not only in allusion to the situation of the district south of the city of Philadelphia, but it was also adopted from the name of a borough in the county of Surrey, England, immediately opposite the city of London, and for many years considered a portion of that metropolis. Just before the consolidation of Southwark with the city of Philadelphia in 1854, the commissioners ordered to buy a public square, purchased a lot belonging to the Miller estate, situated between Third and Fourth Streets, and extending from Washington Avenue to Federal Street, 392 feet from east to west, 307 feet on Fourth Street, and 292 feet on Third Street; area, two acres and two rods. The commissioners called the ground Jefferson Square. It was laid out by order of the city of Philadelphia after consolidation, improved with trees, grass, and walks, and enclosed with an iron fence, which has since been removed. Looking to the extreme south is

LEAGUE ISLAND,

separated from Greenwich Island by Back Channel. On League Island is the United States Navy Yard, an institution of vast proportions. Extensive improvements are proposed to be carried out on the island. Two dry docks are to be built by the government, and other improvements are to follow, while a permanent plant will be established for the building and repairing of ships for the navy. This will assure to many of the skilled mechanics of Philadelphia, as well as to a large number of workmen of the different branches of industry represented in ship-building, etc., profitable employment. The benefits to Philadelphia from this will be of a most desirable character.

Separating Greenwich Island from the mainland is Hollander Creek, which formerly made a clear course through from the Delaware to the Schuylkill, making the lower part of the Neck an island, which was further divided by other streams, so that there were three islands at the lower end of what is now considered fast land in Philadelphia, in addition to League Island. The westernmost was called Manasunk or Manazunk. It was adjoined on the east by Drufive Island, Isle des Raisins or Grape Island, which was immediately north of League Island, and is now known as Greenwich Island. North of Drufive Island was another, which has no name. The creek was named after Peter Hollander, a Swedish governor who succeeded Peter Minuit as commandant at Fort Christina in 1639.

PASSYUNK TOWNSHIP,

a distinct municipality, formerly comprised this section of the city. Passyunk is variously spelled in ancient documents, and was the name of an Indian Village here, and afterwards a tract of land computed at one thou-

sand acres, given originally by Queen Christina, August 20, 1653, to Lieut. Swen Schute, and to his wife and to his heirs, in consideration of good and important services rendered to the king of Sweden by the said gallant lieutenant. On Jan. 1, 1657-68, Gov. Richard Nichols, granted Passyunk to Robert Ashman, John Ashman, Thomas Jacob, Duncan Williams, Francis Walker, Thomas Hewlin, Frederick Anderson, Joshua Jacobs,



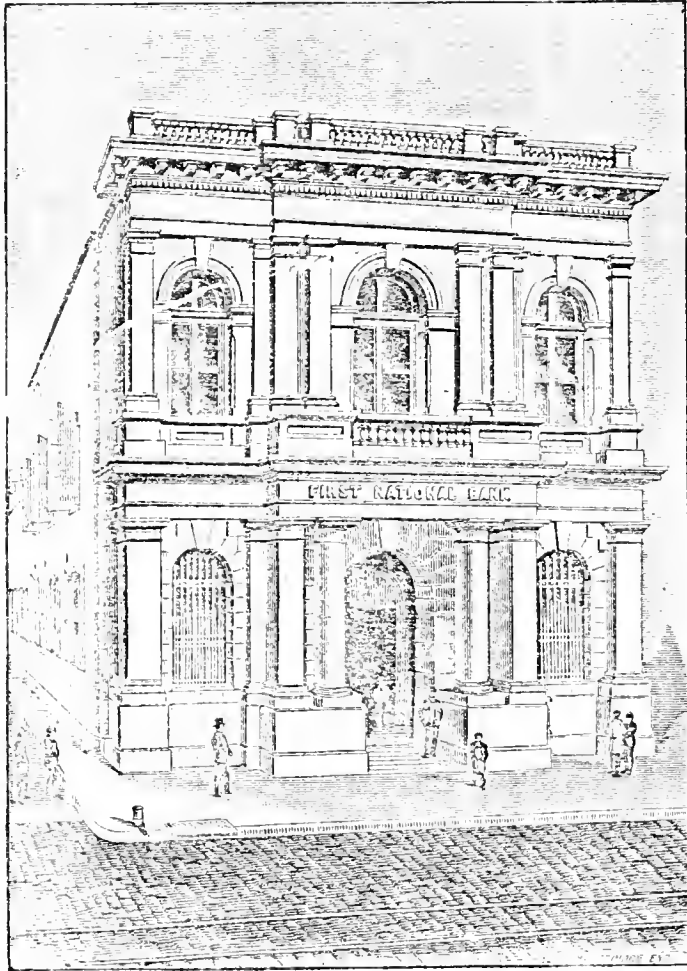
Colonnade Hotel.

and Thomas Jacobs had a quit rent of ten bushels of wheat per year. Passyunk was the first tract above the marshland in the Neck, which latter has since become fast land. It fronted on Schuylkill River from about Point Breeze up to a little stream called Pinney's or Piney Creek, which Mr. Henry says, means in the Delaware Indian language "a place to sleep." From about the head of Pinney's Creek the boundary of Passyunk's tract extended in a straight line towards the southeast, to a point which formed a boundary of Meyam-

sing, thence south by west to the limit of the fast land, and over in an irregular shape to the Schuylkill. The northeastern boundary was about on a parallel with Twelfth Street. Passyunk occupied more than a quarter of the fast land south of the city. It became a township at a very early period. The limit of the township was extended from the South Street city line along the Schuylkill and the Delaware and Back Channel to a point beyond the eastern end of League Island, whence it ran north by west and struck the city line at South Street between Schuylkill Fifth (Eighteenth) and Sixth (Seventeenth) streets. The township was estimated to be in its greatest length three and three quarter miles; greatest breadth three miles; area, 5110 acres. Passyunk, according to Henry, means "a level place," "a place below the hills." There were no villages in this town-

ship, but it was at one time a favorite place for country-seats. It was traversed by the Federal road, afterwards called Federal Street, from the Delaware to Gray's Ferry, by a portion of Moyamensing road across to Greenwich Island, Passyunk road, Long Lane, and Irish Tract Lane.

North of Hollander Creek is seen the extensive and well-managed institution, the Woman's Hospital, located on League Island road, and still farther north are seen two large buildings, one being the Thirteenth and Fifteenth Street Depot, and the other the Lombard and South Street Depot. A block away the Passyunk Avenue is seen to take a diagonal course and to cut across the regular squares from Broad to Fifth and German Streets. On this avenue, at the corner of Tenth Street, is Moyamensing, or Philadelphia County Prison, the building of which was completed in 1836. It is a prominent object in the view, being a massive building of Quiney granite. It contains four hundred cells for male and one hundred cells for female prisoners. This place of public correction stands in what was formerly the



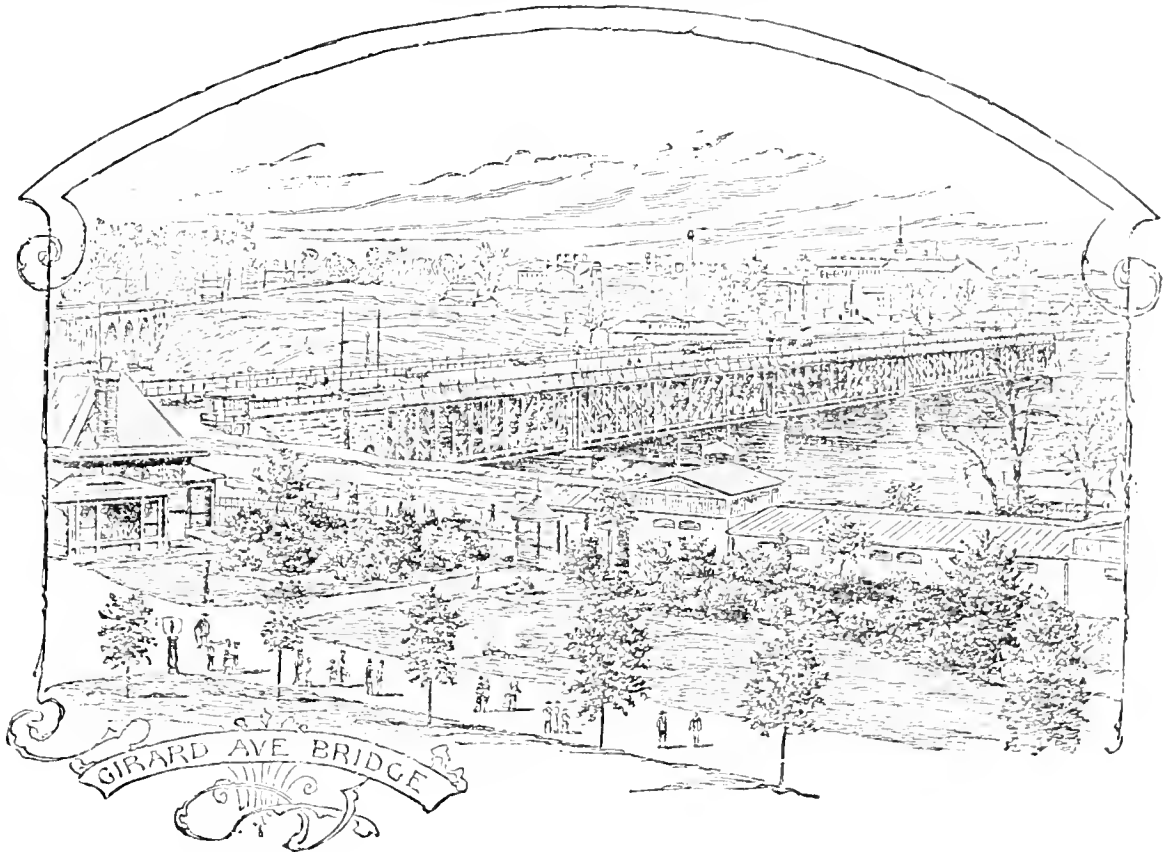
First National Bank.

William Stillé, Andrew Bankson, and John Matson. Moyamensing included this ground and Wieaco, except such parts of the latter as were included in Southwark. It extended from about Schuylkill Sixth (Seventeenth Street) and South Street over to the Passyunk road, and over to the Delaware below the built-up parts of Southwark. In 1816 the greatest length of Moyamensing was estimated to be three miles; the greatest breadth two miles; area, 2560 acres. By act of March 24, 1812, the inhabitants of Moyamensing were incorporated by the style of "the commissioners and inhabitants of the township of Moyamensing." By act of April 4, 1831, the township was divided into East and West Moyamensing. On the authority of Aerelius it is said that Moyamensing signifies an "unclean place," or "dung heap," which was adopted from the fact that at one time great flocks of pigeons had their roosts in the forest and made the place unclean for the Indians, from which circumstance it received its name. The township was one of the earliest created after the settlement of Pennsylvania.

TOWNSHIP OF MOYAMENSING.

It embraced that portion of the fast land of the Neck lying between Passyunk and Wieaco. It was granted by the Dutch governor Alexander d'Kinoyossa, on fourth month, third day, 1664, to Martin Clensmith,

The green patch lying a block or two to the west of the prison is Passyunk Square, bordering on Wharton and Reed and Twelfth and Thirteenth Streets. A portion of the ground was purchased on the 13th of April, 1832, by the commissioners of the county of Philadelphia, for the purpose of building a prison. The whole tract was something less than sixteen and one half acres; the prison occupied only a portion of this, and left vacant ground on the west extending from near Eleventh to Thirteenth Streets. About 1838 the Legislature appropriated the ground west of the prison for use as a parade-ground for the Volunteers of the First Division of Pennsylvania militia, under the charge of the major-general and brigadier-general commanding. The enclosure was occasionally used for military purposes, and remained nothing more than a dusty field until the township was annexed to the city in 1854, since which date the Square has been levelled and improved by



planting trees, laying out walks, sowing grass, etc. This district has several library and other useful public institutions.

Farther north, South Street, yet containing many buildings of ancient structure, especially in those parts near the Delaware, is an interesting thoroughfare. In this and the adjacent streets of Lombard, Pine, Spruce, Ann, and Union Streets there is also much to interest visitors to the city in the way of old-time edifices, markets, etc.; and hereabouts are to be found the slums, the resort of the "hardest characters." The electric lights have, however, lit up many dark alleys and byways, and the police in late years have been vigilant in hunting down questionable idlers. Through these combined agencies the district has lost much of its unsavory reputation, so characteristic of it in the past. On Front, South, and Lombard Streets there is a large population of negroes. The poorer class is to be found in the eastern and the better-to-do class in the western sections of Lombard, South, and Pine Streets, between the Delaware and Broad Street. Lombard Street has several notable buildings, and among these is the Howard Hospital and Infirmary for incurables at Nos. 1518 and 1520. Few of the buildings, however, are more interesting than the Hotel Felis, which is a hostelry of a most unique character. Anglicised, "Hotel Felis" is "Cat Hotel," and the establishment is noted for caring for the feline pets of the city during the absence of their owners. It is the property of James J. James, manager of the

Women's Branch of the Pennsylvania Society for the Prevention of Cruelty to Animals, is located at No. 1242 Lombard Street, and here Tabby is systematically fed and compelled to observe regulation hours.

The large building seen standing amid a group of fine trees, two blocks away from Washington Square, is the Pennsylvania Hospital, situated on Eighth and Pine Streets; Dr. Thomas Bond and Benjamin Franklin were the active spirits who secured from the General Assembly in 1750 a charter for this time-honored and most beneficent institution. In the following year the hospital was started upon its active career in a private house, the residence of Judge John Kinsey, on the south side of Market Street, above Fifth. In the last month of the year 1754 the square of ground where the hospital now stands, and which was then "far out of town," was, with the exception of a portion of it given by the proprietaries, Messrs. Thomas and Richard Penn, sons of William Penn; and on May 28, 1755, the corner-stone of the building, with the following inscription prepared by Franklin upon it, was laid: "In the year of Christ, MDCCLV., George the Second happily reigning (for he sought the happiness of his people), Philadelphia flourishing (for its inhabitants were public spirited), this building, by the bounty of the government and of many private persons was piously founded for the relief of the sick and miserable. May the God of mercies bless the undertaking." In December of the following year patients were admitted, but it was not until the close of the century that the hospital was completed in accordance with the original plans. Since the hospital was first opened more than one hundred and twenty thousand patients have been admitted and its benefits are offered to all. It is the great "accident hospital" of the city, and all cases of accidental injury, if brought within twenty-four hours, are received without question. The first clinical lectures on medicine and surgery in America were given in this hospital, and these are still continued on Wednesday and Saturday mornings. There is a fine medical library of over fifteen thousand volumes, and a large and useful pathological museum. There are eight attending surgeons and physicians, and four resident physicians; also a female superintendent of trained nurses, who graduate after a year's service. Connected with the hospital is an ambulance and telephone service. The insane were cared for by this hospital until 1841, when the insane patients were removed to the hospital which had been erected for them on Forty-fourth Street and Haverford Avenue. The grounds of the time-honored hospital are very tastefully kept, and in the centre of a lawn is a fine statue of William Penn.

Not far away is the Franklin Institute Building on Seventh Street, below Market Street, one of the foremost institutions in the country for the promotion of the mechanical arts. Founded in 1824, it has had associated with it some of the most noted men in mechanics. The building is three stories high and is a substantial structure, containing lecture-room, chemical and physical laboratories, a scientific and technical library of the most complete kind in the country, drawing school, etc.

The plain, large brick building observed standing over on Tenth Street, between Walnut and Samson Streets, is the Jefferson Medical College, which, in respect of the number of its students, completeness of its equipment, and the learned ability and reputation of its faculty, holds a leading position among the medical institutions in the country. The founder was Dr. George McClellan, and it was established in 1826. The present building, which was remodelled and enlarged in 1881, has been occupied since 1829. The institution contains extensive and valuable anatomical, surgical, and pathological museums, which are annually enriched by important additions.

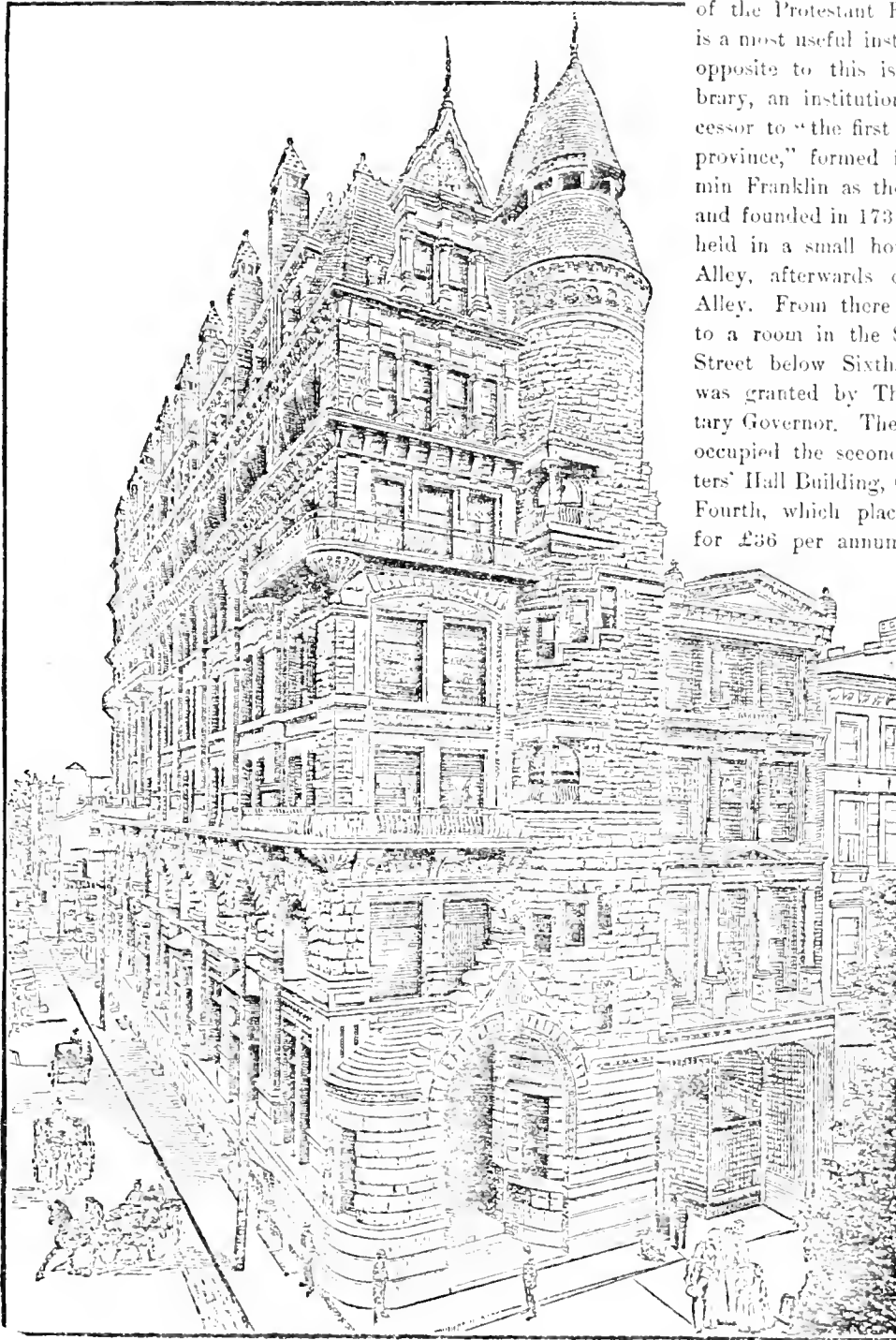
The large, square building seen over on Tenth Street, and between Market and Chestnut Streets, is the Mercantile Library, which was founded in 1821 by a company of merchants, mechanics, clerks, and others. The library has since 1869 been located in the present building, which was formerly a market-house, and was changed at a cost of \$100,000 to its present condition. The library and reading-room have an area of 187x74 feet, with arched ceiling, ventilated windows, and side-lights. The reading-room proper, which is in the west end of the building, is 67x74 feet, and divided by a low partition into two rooms, one for the female and the other for male visitors. There is, in addition to this, a newspaper and chess-room, on the second floor, over the main entrance. The departments devoted to newspapers and periodicals are believed to be better supplied than those of any other library or reading-room in the country. On the first floor there are waiting and conversation-rooms, ladies' parlor, directors' and lecture-rooms. A gallery added in 1875 gives accommodation for 70,000 volumes.

The elegant building standing on the southwest corner of Locust and Thirteenth Streets is that of the Historical Society of Pennsylvania, which was founded in 1825 by a number of Philadelphians, and which held its first meetings in 1826. The American Philosophical Society, on Fifth and Chestnut Streets. In 1877

the present building was erected and taken possession of by the society, and it contains a fine and valuable collection of original historical documents, curiosities, and more than twenty thousand volumes of books. In the next block in which the society's building is, stands, on the corner of Locust and Broad Streets, the Academy

of the Protestant Episcopal Church, and is a most useful institution. Immediately opposite to this is the Philadelphia Library, an institution which was the successor to "the first literary society in the province," formed in 1728, with Benjamin Franklin as the head, and organized and founded in 1731. The meetings were held in a small house located in Jones' Alley, afterwards called Pewter Platter Alley. From there a removal was made to a room in the State House, Chestnut Street below Sixth. In 1742 a charter was granted by Thomas Penn, Proprietary Governor. The institution afterwards occupied the second floor of the Carpenters' Hall Building, Chestnut Street below Fourth, which place was rented (1772) for £36 per annum. At this period the

librarian received the magnificent sum of £5 per year for his services, *out of which he paid an assistant!* In 1789 on Fifth and Library Streets the foundation-stone was laid for a library building. The building, with room for ten thousand volumes, was finished in 1791, and in 1792, the last work of adornment, a statue of Benjamin Franklin by Lazzarina, was placed in a niche in the front of the building now demolished. In 1792 the library was enriched by the gift of James Logan, who presented entire the books of the Logan; a grand total of Rush left his estate



J. C. Lucas Building.

his collection numbered some three thousand five hundred volumes, and his membership of more than five hundred. In 1869 F.

amounting to nearly a million dollars, to the company, and the money was used by the executor in erecting on the square fronting Broad and bounded by Christian, Carpenter, and Thirteenth Streets, a grand edifice, to be devoted to library uses, and known as the Ridgway-Rush Library. There was a certain restriction in the will to which the Philadelphia Library would not reconcile themselves, and in accordance with the intentions of the donor in case these restrictions should go unrespected, the library was opened as a free institution, and henceforth recognized as the Ridgway branch of the Philadelphia Library. The Library Company, not content with the prospect of the new building through the munificence of Dr. Rush, and having an extensive building fund, determined in 1870 to inaugurate measures toward the erection of a suitable structure, and in 1879 the corner-stone of the new building was laid. The new structure, which is chiefly built of brick, although bearing marks of no particular style of architecture, is pleasing to the eye, and although not seeming to resemble the old library, was constructed in the interior as regards arrangement after the style of the original building. The library is rich in scarce books, etc., and the hours of admission are from 9 A.M. to 5 P.M.

Turning our attention north of Market Street the eye commands an uninterrupted view of the forest of buildings stretching up to Bridesburg and Frankford, and to the open country beyond. The principal streets on the north of Market, and running from east to west, are Filbert, Commerce, Church, Arch, Cherry, Race, Branch, New, Vine, Wood, Callowhill, Willow, Noble, Margaretta, Buttonwood, Spring Garden, Green, Mount Vernon, Wallace, Melon, Fairmount Avenue, Olive, Brown, Parrish, Ogden, Poplar, Laurel, Beaver, George, Girard Avenue, Stiles, Thompson, Seybert, Master, Jefferson, Oxford, Columbia Avenue, Montgomery Avenue, Berks, Norris, Otis, Diamond, Susquehanna Avenue, Dauphin, York, Cumberland, Huntingdon, Lehigh Avenue, Somerset, Cambria, Indiana, Clearfield, Alleghany, Westmoreland Avenue, Ontario, Tioga, Venango, Erie Avenue, and Germantown Avenue. Close beside where we stand in the tower of the Public Buildings, and located on the corner of Broad and Filbert Street (the latter running parallel with Market Street), is the New Masonic Temple, one of the most elegant and costly buildings of its class to be found in the land, and an illustration of which will be found in this work. Looking over an immense group of buildings the eye alights upon the tall tower and spire of one of Philadelphia's most noted buildings. This is Christ Church, located on Second Street, north of Market Street. The edifice of to-day, built between the years 1727 and 1754, was the succes-



Dock Street, from Walnut Street.

sor of a building erected on the same site in 1695. The steeple of this church is one hundred and ninety-six feet in height, and from it a splendid view is to be had. The bells in the high tower are said to be the oldest on this side of the Atlantic. They were cast in London in 1754, and when the Liberty Bell proclaimed the birth of liberty these bells rang a merry peal. Washington worshipped in this church, and in the aisles of the edifice and in the adjoining graveyard are buried many notable men. Franklin and his wife are buried in the yard on the corner of Arch and Fifth Streets. A group of trees located several squares to the northwest of this spot is a square named after that famous philosopher and statesman, namely, Franklin Square, which contains an area of seven acres and three roods. It was originally bounded by Race, Sixth, and Vine Streets. In 1741 Thomas Penn issued a warrant in favor of the German Reformed congregation for a portion of the square on the northern side, one hundred and fifty feet in breadth east and west, and three hundred and six feet north and south, to be used as a burying-ground for the congregation, for the price of £50, subject to a quit rent of five shillings. The congregation occupied this ground for burial purposes for nearly a century. The city of Philadelphia for a great portion of the time was protesting against such occupation, upon the ground that William Penn granted the property free to the city, and that his descendants, when they issued the patent, had no title. The decision of the Supreme Court confirmed these positions about the year 1836. The congregation relinquished the use of the ground and removed some of the bodies, but the larger proportion were allowed to remain. Improvements commenced by the planting of trees, sowing grass, and inclosing the ground in September, 1815. The street on the western boundary, now called Franklin Street, fifty feet wide, was ordered to be opened in 1819. The name of the square was changed to Franklin by resolution of Council in 1825. A fine marble fountain stands in the centre of the square. The neighborhood east and north of this was, prior to 1854, a separate district, known as the

NORTHERN LIBERTIES TOWNSHIP,

and is now the centre of much commerce and considerable manufacturing enterprises.

The "Liberties" was a term or name applied by William Penn to a certain tract of land lying north and west of the original city of Philadelphia. It contained what was called "the liberty land of free lots," because the proprietaries gave to the first purchasers of ground in the colony, according to the extent of their purchase, a portion of the land within those limits free of price. The original idea of Penn, as stated elsewhere, was to lay out a great town of ten thousand acres. When the commissioners came to survey this space of ground it was found somewhat difficult, and when Penn arrived, in 1682, he determined to divide the town into two parts, one to be called the city and the other the "Liberties." The city contained about 1820 acres. The Liberties extended north of Vine Street to the mouth of the Coboquinoque Creek, or Pegg's Run, and up the same so as to go around the land of Jurian Hartsfelder, which had already been granted away before Penn came to the colony. There were also Swedish, Dutch and English grants of land made, before Penn came to be the proprietary, that had to be respected, so that the liberty lands were very irregular in their boundaries, and ran by various courses along the Cohocksink, Wissanoming, Tacony, Wingohocksing, and other streams, and Germantown and Bristol townships to the Schuylkill, over the same and out to Cobb's Creek, and down the same and along the west side of the Schuylkill to a point opposite Vine Street at the north city line, and along the same to the place of beginning. This survey was made in 1682, and the Liberties contained on the east side of the Schuylkill nearly 9162 acres; west side, 7074 acres, 2 q., 17 p.; total 16,236 acres, 1 q., 20 p. These liberty lands on the east side of the Schuylkill became a township nearly from the time of survey, and were called the Northern Liberties, while the Western Liberties, beyond the Schuylkill, became a portion of the township of Blockley. The territory between the Delaware and the Schuylkill was subsequently divided. The western part was called Penn Township and the eastern part was sometimes called the Unincorporated Northern Liberties. Whenever so spoken of, the reference was to that portion of the township which had not been taken up by the formation of districts, and by the time of consolidation (1854) the area of the township was very small, the districts of Northern Liberties, Spring Garden, Kensington, Penn, Richmond, and the Township of Penn and the boroughs of Aramingo and Bridesburg having been carved out of it. In 1854 the township, or Unincorporated Northern Liberties was a space of land north of Kensington, west of Richmond and Aramingo, and a portion of Frankford, south of a portion of Oxford and Bristol townships, and east of Penn Township. A part of it was west of Frankford road, and all of it was east of the Germantown road.

THE NORTHERN LIBERTIES DISTRICT,

as stated in the foregoing, was a portion of the Township of the Northern Liberties, and this district was the first object of particular care by act of assembly of March 9, 1771, which provided for the appointment of persons to regulate streets, direction of buildings, etc. By act of March 30, 1791, the inhabitants of that portion of Northern Liberties between Vine Street and Pegg's Run, and the middle of Fourth Street and the Delaware River, were empowered to elect three commissioners to lay taxes for the purpose of lighting, watching and establishing pumps within these bounds. On March 28, 1803, the legislature passed an act to incorporate that part of the township of the Northern Liberties lying between the west side of Sixth Street and the river Delaware, and between Vine Street and Cobocksink Creek. By the same act the corporation was created by the title of "the Commissioners and Inhabitants of the Incorporated District of the Northern Liberties." The district was principally composed of a tract of land originally called Hartsfield. This was a title given in a patent and some maps to the ground granted March 25, 1676, to Jurian Hartsfelder. It included all the ground bounded by the Delaware between Coakquenauque (Pegg's Run) and the Cobocksink Creeks, and extended westward about as far as the line of Ridge road. In the tract was nearly the whole of the ground afterward the Northern Liberties, and a portion of Spring Garden and Penn districts. Hartsfelder sold a portion of this property in 1679-80 to Hannah Salter, and another portion to Daniel Pegg in 1688-89, the latter having previously bought Hannah Salter's interest. William Penn patented the whole Hartsfield tract to Daniel Pegg in 1689.

PENN TOWNSHIP,

now a most populous and wealthy section of the city, at one time formed the western part of the Northern Liberties Township, and in 1807 was formed a district township by order of the Court of Quarter Sessions. It was north of Vine Street (the original northern boundary of the city), bounded on the east by Sixth Street to the intersection of the road to Germantown, thence by the same north by west to the foot of Logan's Hill, southwest to the Township-line road, along the same to a point a short distance above Manheim Lane, then over in a southwest direction to the Schuylkill, and down the same to Vine Street. Its greatest length was four miles; its greatest width three miles; its area 7680 acres. The districts of Spring Garden and Penn were created out of this township, and it included portions of Rising Sun and Nicetown and Fort St. David's, afterwards called Falls Village. It was traversed in a northwesterly direction by Ridge Avenue from Ninth and Vine Streets, and northeastwardly from the Schuylkill, between Fairmount and Lemon Hill, by Turner's Lane, which ran into the Germantown road, and by Nicetown Lane, from the Ridge road below the Falls, over to Nicetown, Germantown, and beyond.

The Penn district was that portion of the Northern Liberties which lay north of the north boundary line of Spring Garden, between Delaware, Sixth Street, and the river Schuylkill, and between a line parallel with Hickory Lane (now Fairmount Avenue), west of Sixth Street as far as Broad Street, and then due west to the Schuylkill, and along the same to a line parallel with, and at a distance of one hundred feet north of, Susquehanna Avenue, and thence to the middle of Sixth Street. It was created a district by act of February 26, 1844, as "the Commissioners and Inhabitants of the district of Penn." The

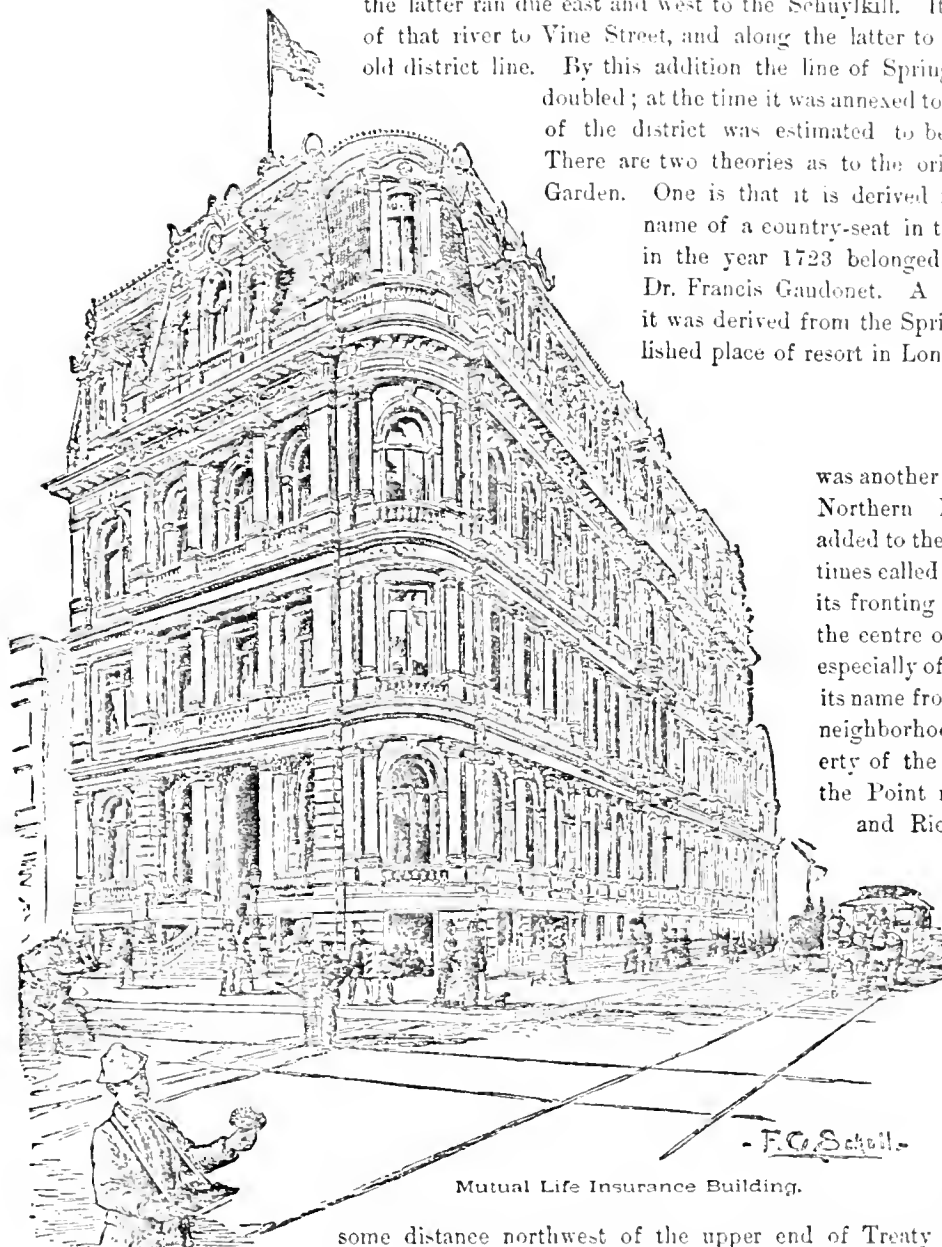
SPRING GARDEN

alluded to was a small settlement marked on Varle's Map of 1796, lying between Vine Street and Buttonwood Lane, and a point on a line with Seventh Street (then unopened), and extending as far west as the Ridge road. There was a street (now known as Franklin Street), which ran north from Vine Street across Callowhill, and stopped opposite a house half way between Callowhill Street and Buttonwood Lane. The street now known as Eighth Street (then called Garden Street) ran through the centre of the district, and the street then called Garden Street (now known as Spring Street) ran from Vine to Buttonwood. Charles Street ran from Callowhill to Buttonwood. The district was incorporated March 22, 1813, as "the Commissioners and Inhabitants of the District of Spring Garden." The original boundaries were Vine Street on the south; the middle of Hickory Lane (afterward Coates Street, now Fairmount Avenue) on the north; Broad Street on the west, and the middle of Sixth Street on the east. On March 21, 1827, the district was enlarged by adding that part c

Penn township beginning at the middle of Sixth Street to a point 210 feet north of the north side of Poplar Lane; thence northwest, parallel to the lane, at a distance of 200 feet from the latter, to the middle of Broad Street; thence parallel with Vine Street to the river Schuylkill. The meaning of this was, that whilst the upper boundary of the district took a course from Sixth Street west by north to Broad Street, the line beyond the latter ran due east and west to the Schuylkill. It extended by the course of that river to Vine Street, and along the latter to Broad, where it met the old district line. By this addition the line of Spring Garden was more than doubled; at the time it was annexed to the city in 1854, the area of the district was estimated to be eleven hundred acres. There are two theories as to the origin of the name Spring Garden. One is that it is derived from Spring Garden, the name of a country-seat in that neighborhood, which in the year 1723 belonged to, and was for sale by, Dr. Francis Gaudonet. A better suggestion is that it was derived from the Spring Gardens, an old-established place of resort in London.

RICHMOND

was another township embraced in the Northern Liberties Township and added to the city in 1854. It is sometimes called Fort Richmond, owing to its fronting on the Delaware and being the centre of large shipping interests, especially of coal. Richmond derived its name from two country-seats in the neighborhood—the Richmond property of the Roberts family, lying on the Point road near the Delaware, and Richmond Lodge, which in 1808-09 belonged to the Fox family. It was incorporated a district on February 27, 1847, under the title of "the Commissioners and Inhabitants of the district of Richmond, in the county of Philadelphia." It extended along the Delaware River to a point

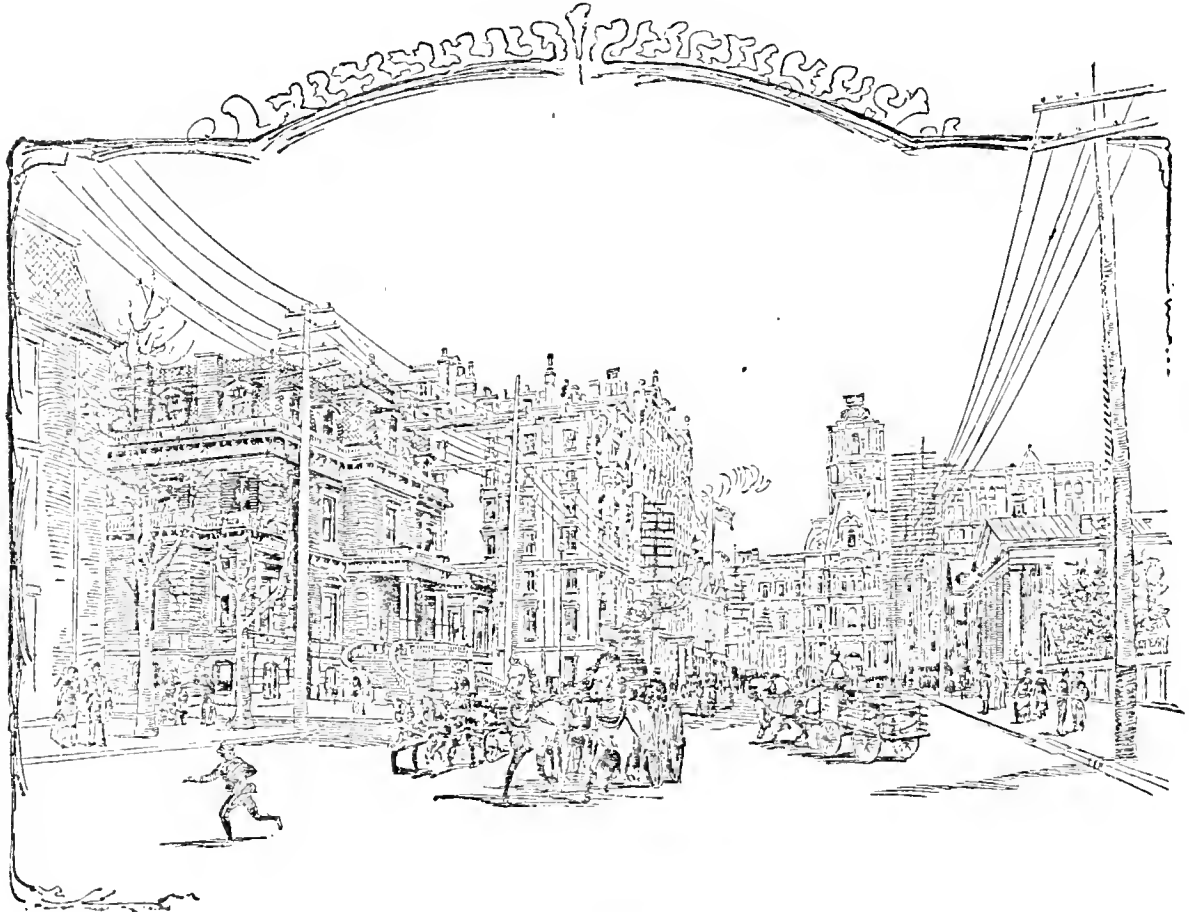


Mutual Life Insurance Building.

some distance northwest of the upper end of Treaty (Petty's) Island; thence northwest nearly to the point where Frankford Creek makes its most southerly bend; thence southwest to Westmoreland Street; northwest along the same to Emerald Street; southwest along the latter to a lane running from Frankford Turnpike to Nicetown Lane; along Frankford Lane to the north boundary of Kensington; and down the same to Gunner's Run, and along that stream to the Delaware River. The area of the Richmond district was 1163 acres, and within this region are many extensive manufacturing concerns of various nature, and particularly those engaged in the different branches of the textile industry. To the northwest of Richmond is another large manufacturing section of the city, and formerly a district township. This is

KENSINGTON,

which was also at one time a portion of the township of the Northern Liberties, which lay between the Cohocksink Creek and Gunner's Run, in the neighborhood of the road to Frankford, and between that road and the Delaware River. It was originally known as Shakamaxon, an Indian village, which is called on Lindstrom's Map "Kaackamensi," and in old deeds "Sachamexin." It was a tract of land lying on the river Delaware above Hartsfield, subsequently a part of Northern Liberties. Shakamaxon was known as a town before Nov. 12, 1678,



South Broad Street.

when Lawrence Cock made a grant of three hundred acres. In the deed it is stated that the whole tract of land surveyed at Shakamaxon was eighteen hundred acres, of which Lawrence Cock, Moens Cock, Gunner Rambo, and Michael Neilson were owners. Henry says that Shakamaxon means a "place of evil." It began to grow into a settlement soon after the village of the Northern Liberties felt an increase of population. Kensington then was a scattered region of streets running parallel with the Delaware from southwest to northeast, and crossed by others from southeast to northwest. It was inhabited principally by fishermen and ship carpenters. On March 6, 1820, the legislature created a new corporation, called "Commissioners and Inhabitants of the Kensington district of the Northern Liberties." Their jurisdiction extended over the ground which commenced at the Cohocksink Creek and the Northern Liberties line, along the river Delaware to the south line of Gibson's land, and thence along that line to Gunner's Creek, and across to the south line of the land of the Norris' estate; then along the same, crossing Frankford road to the Germantown road, down the eastwardly side of the latter to the middle of Sixth Street, then along said street to the line of the Northern Liberties, which touched Sixth Street at Cohocksink Creek, and then along that creek to the place of beginning. The name is derived from Kensington, town and parish of Middlesex, England, and a western suburb of the city of London.

ARAMINGO BOROUGH.

As already stated elsewhere in these pages, Aramingo, through which runs the Aramingo Canal, connecting Frankford Creek with the Delaware, was a borough created out of the township of the Northern Liberties, and was incorporated April 11, 1850. It was shaped something like a broad V reversed. It was bounded on the northeast by a portion of the borough of Bridesburg and the Frankford Creek, which divided it from a portion of Oxford township and Frankford; on the northwest the Unincorporated Northern Liberties and the district of the Northern Liberties were boundaries, the latter partly on the southwest, and Richmond district on the southeast and southwest. The name is an abbreviation and alteration from the Indian name of the stream adjacent, called, by the Swedes and English, Gunner's Run. The original name was Tumabaranaming, the meaning of which is now not known. By cutting off a portion of the head and tail of the name and omitting two letters in the centre and adding an "o," the word "Aramingo" was fabricated. Farther to the northeast is what is still known as

BRIDESBURG,

a busy manufacturing centre. It was a village, prior to its annexation to the city, located south of Frankford Creek, and upon a tract of land at one time belonging to Point-no-Point on the Delaware. It took its name from Joseph Kirkbride, who for many years was land-owner there and proprietor of a ferry over Frankford Creek, to whom the legislature gave the right to build a bridge and receive toll for passage over the same by act March 20, 1811. On April 1, 1833, the county of Philadelphia bought the Kirkbride bridge and two and a half acres of land for \$5500. Kirkbridesburgh was considered too long a name for convenient use, and a shorter one was adopted. Bridesburg was incorporated as a borough on April 1, 1848.

THE BYBERRY

section of the city was at one period a township in the extreme northeastern part of the county of Philadelphia; bounded on the east and northeast by Poquessing Creek and Bucks County, on the northwest by Montgomery County; and on the west and southwest by the township of Moreland. Its greatest length was estimated at five miles; its greatest breadth, two and one half miles; its area, 4700 acres. The township was settled by a few Swedes previous to the year 1675, and in that year by four brothers, Nathaniel, Thomas, Daniel, and William Walton, who were all young and single men. They had arrived at New Castle from England early in that year, and, having prospected the land in the neighborhood of the Delaware, chose the country near Poquessing Creek and settled there. They gave to it the name of Byberry, in honor of their native town, near Bristol, England. They were joined, after the arrival of the ship "Welcome," in 1682, by Giles and Joseph Knight, John Carver, John Heart, Richard Collett, and their families and others. The township of Byberry was established at a very early date after the coming of Penn. It contained very few villages at the time of consideration in 1854, and was the most rural of all the townships in Philadelphia county. Byberry Cross-roads, once called Plumsock and Knightsville, were the principal villages.

WHITE HALL

The groups of buildings seen beyond Bridesburg, and northwest of that place, was formerly the borough of White Hall. The boundary of the borough extended westward from the huge building, or rather cluster of buildings, that stand over by the side of Frankford Creek, and which form the United States Arsenal, and the town lay in the bend made by the creek and Little Tacony and adjoined Frankford. The borough was situated in the old township of Tacony, and in the later township of the Northern Liberties. It was incorporated as a borough on April 9, 1849, and remained so until it was absorbed by the city in 1854.

TACONY.

Toaconing or Toaconick, was a small township laid down on Holme's map of 1683-84, situated in the bend between the river Delaware, Wissoming Creek on the northeast, and Frankford Creek and Little Tacony Creek on the south and west. It lay east of the town of Frankford, and at an early date was incorporated in

Oxford township. The name was derived from Tekene, and means "wood" or "an uninhabited place." The tract lying over to the west of what was Byberry township was

MORELAND MANOR,

located on a branch of Moquessing Creek. The manor consisted of 9815 acres, and was granted by William Penn, by warrant of November 5, 1682--83, and by patent of August, 1684, to Nicholas More. It was in the most northern portion of the county of Philadelphia, in the neighborhood of the Delaware, and lay to the west of Byberry township. It extended over into Bucks County, and was divided into two townships, one in each county, and each called Moreland. The size of Moreland township in Philadelphia County was five miles, its greatest length; two miles its greatest width; area, 3720 acres. The principal village was Smithfield or Pleasantville, afterward called Somerton, which was partly in Moreland and partly in Byberry. Adjoining Moreland and Byberry on the south was the

TOWNSHIP OF DUBLIN,

commonly called *Lower Dublin*. It extended southeast nearly in parallel line to Poquessing Creek and the Delaware River. Bustleton, Fox Chase, and Holmesburg were in this township. It was five miles at the greatest length; three miles in breadth; area, 9509 acres. This township was frequently called Lower Dublin to distinguish it from another Dublin township, formerly in Philadelphia County, but not in Montgomery County, and there called Upper Dublin. This township was one of the first created in Philadelphia County, but the date is not known.

DELAWARE

was a township formed out of a portion of Dublin township in 1853. Its inhabitants voted at one general election. Its officers were superseded in the next year by consolidation. All the mills, churches, dwellings, and streets grouped to the west of White Hall, and intersected by the Little Tacony Creek and the line of the Pennsylvania Railroad form the great manufacturing district of

FRANKFORD.

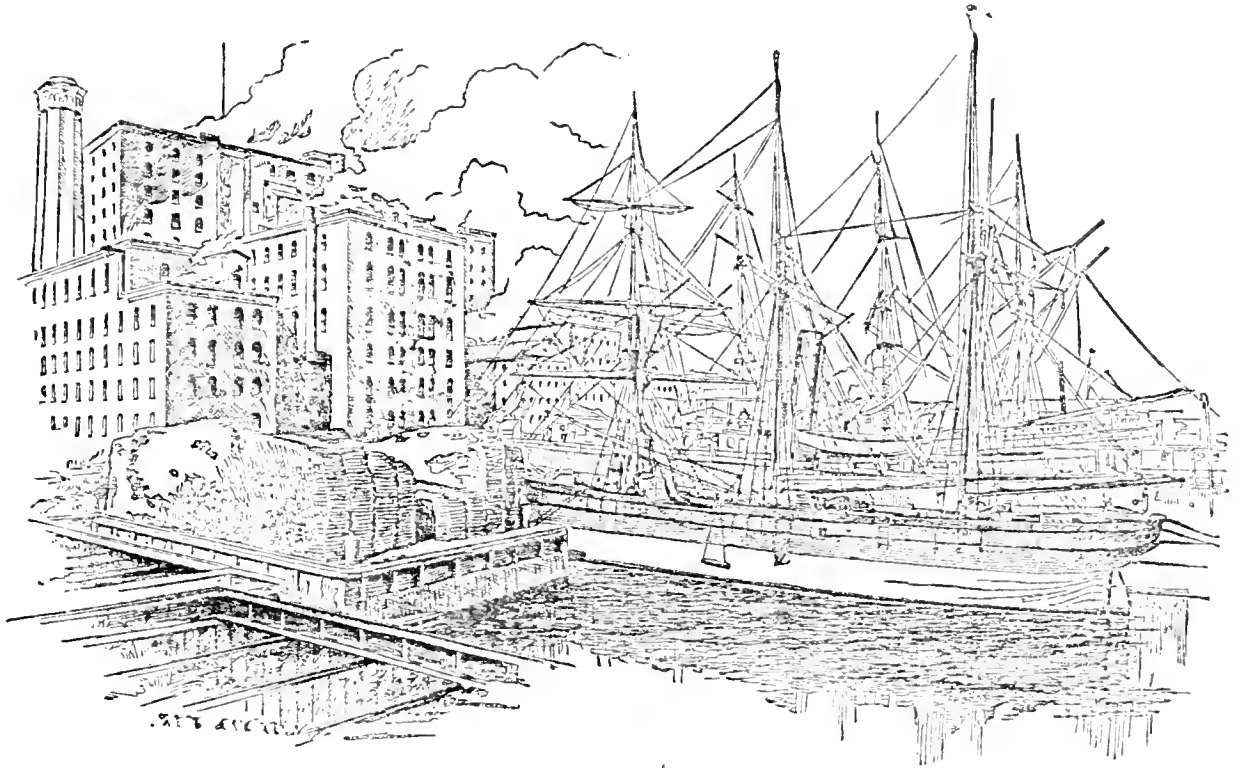
It was formerly located in the lower part of the township of Oxford, and must have been founded at a very early date—almost as soon as the village of Germantown. Its name is mentioned in a discussion before the provincial council in 1687 between Thomas Fairman and Robert Jeffs, concerning a piece of property. The name of the village was undoubtedly derived from the title of the Franckfort Company, which took up ground there. This village was incorporated into a borough by act of March 2, 1800. By act of April 4, 1831, the boundaries of the borough were extended. The borough was then five miles out of the city, and was early a manufacturing town, possessing excellent and amply water-power. The Franckfort Company was composed of a number of Germans in the old country, and of the eight original stockholders of this company in 1682 nearly all were Mistics, or Mennonites, or Quaker converts made by William Penn during his visit in 1677. Thomas Parsons was the first to build a grist-mill here in 1698, and long afterwards the village consisted mainly of one long, broad street. During the Revolution both the English and American forces came out here on foraging expeditions, and there were frequent skirmishes in the village and neighborhood between detachments of the two armies. There are now many important manufacturing concerns here engaged in the production of woollen goods, prints, hardware, carpets, chemicals, etc. In 1850 Frankford borough contained 5346 inhabitants, and four years later became a part of the municipality of Philadelphia. The cluster of buildings to which we have referred, and which are known as Frankford Arsenal, is not in Frankford at all, but in Bridesburg. Scattered all about are great piles of shells, cannons, mortars, and other instruments of death, but they have a peaceful look. The Arsenal is splendidly equipped for making nearly everything required in war, but only about one hundred men are now employed in its shops, and they make cartridges, fuses, and friction-primers. The cartridges are made for the regular army as well as for the militia. There is a large gun foundry on the grounds, but it is not used, and only a slight part of the resources of the establishment is utilized. The Arsenal grounds are attractively laid out, and contain many roomy old buildings. Imbedded in the wall of one of them are two cannon, bearing the date 1748, which an inscription says were surrendered at Saratoga during the Revolution. The Arsenal was built soon after the war of 1812, and Lafayette visited during hi

trip to this country in 1825, but there are not many visitors nowadays. It is but three or four minutes' walk from the Bridesburg station on the Pennsylvania Railroad's New York line, and is well worth a visit.

On the edge of Frankford is the handsomely laid-out Jewish cemetery, and to the northwest of this is the more extensive and equally well cared for Cedar Hill Cemetery, located on the Bristol turnpike, which leads to

BRISTOL.

This was formerly a separate township at the northern end of Philadelphia County, at the intersection of the angle which runs down from the extreme point of the city boundary and Montgomery County. It was of irregular form and was bounded on the northwest by a portion of Springfield township, Montgomery County; on the northeast by Cheltenham, Montgomery County. It extended along the latter to Oxford township, but was bounded mainly on the east by Tacony Creek, on the south partly by Winghooking and the Township of the Northern Liberties, and on the west and southwest by Germantown township. The old York road ran through it to Branchtown and Milestown and thence to Buck's County. The greatest length of the township



Delaware River, below South Street.

was five and a half miles; greatest breadth, three miles; area, 5650 acres. The time of the formation of the township is unknown, but it takes date at an early period. The name is derived from the city of Bristol, in England. To the right of Bristol is the district known as

OXFORD,

which was a township running from the county line in a southeastern direction to the Delaware River, and along the same southwest of the Frankford Creek, and up the same northwardly to Tacony Creek, which it followed until it reached the county line near where the northwestern boundary joined it. Frankford, White Hall, Fox Chase, Cedar Grove, and Volunteer Town were in this township, and it also took in a former township of Tacony. Its greatest length was three miles; its greatest breadth, four miles; its area, 7680 acres. This was one of the earliest townships established. The name is supposed to have been derived from the city of Oxford, in England. The township was surrounded by the waters of the Delaware and Frankford Creek on

two sides, and was traversed by the Little Tacony and Sissamoeksink (Wissanoming), or Little Wahauk Creek.

The whole of Oxford and of the various aforementioned townships, now an integral part of the city, are largely devoted to manufacturing pursuits, as the numerous large mills, tall chimneys, and tall columns of smoke indicate. Here dwell a large portion of the industrial classes of the city; and the long rows of neat, tidy-looking cottages are of a character that few other cities in the country can show the like of as the abodes of workmen and their families. Church steeples and spires are prominent here and there above the numerous buildings' tops, the green branches of trees peep out at intervals, and the external aspect of the whole region is one of progress, prosperity, and contentment. But now let us for a brief period turn to the north window of the tower in which we are standing, and take a view of North Broad Street and of those sections of the city lying on each side of it.

NORTH STREET

is a noble thoroughfare, 113 feet in width, as straight as an arrow and extending northward as far as the eye can carry and until it is lost to vision beyond the city's lines in Montgomery County. Away in the distance on our right, and framed in by the boundary line of Montgomery County on the north, Tacony Creek on the west, Frankford Creek and Frankford on the south, and Little Tacony Creek on the east, are the districts of Volunteertown, Five Points, Cedar Grove, Crescentville. Bordering on bends of Frankford and Tacony Creeks are two adjoining places of sepulture—the Mount Auburn Cemetery and the K. of P. Greenwood Cemetery, and immediately north of the former is the Friends' Lunatic Asylum, a most useful and well-managed institution. To the left of Tacony Creek and bounded by that stream, and by the Wingohocking Creek on the south and west, are the Northwood Cemetery and the thriving districts of Pittsville, Godfrey, Milestown, Somerville, Branchtown, Fern Rock, McCartersville, Olney, Fentonville, and part of Germantown. To the left, and bounded on the south by Roberts and Wissahickon Avenues and on the west by the Wissahickon Creek lies Germantown and Mount Pleasant, Mount Airy and Chestnut Hill on the north, these districts comprising the Twenty-second Ward of the city. Through the centre of Germantown, Mount Pleasant, and Mount Airy, and extending from Front and Laurel Streets on the bank of the Delaware right up to the county boundary line, runs Germantown Avenue, one of the most noted thoroughfares in the city.

GERMANTOWN

was, prior to its annexation in 1854 to the city, the most populous and prosperous of the many beautiful and flourishing suburbs of Philadelphia. The district, with the outlying villages, had in 1880 a population of 31,798. These comprise a great part of the wealth and culture which enter into the composition of Philadelphia's social world. It has excellent and ample transportation facilities, and is a favorite residence for business men, as well as for gentlemen of wealth and leisure. The district is a diversified inclined plane from the Logan property below Fisher's Lane to Mount Airy, and many old stone houses still show how firmly the pioneers built their abodes. Germantown settlement was located in what was first called German township, and afterwards Germantown township, which was laid out by virtue of three warrants: eighth month, October 12, 1683, for 6000 acres, to Francis Daniel Pastorius, for the German and Dutch purchasers; twelfth month, February 13, 1683-84, to Francis Daniel Pastorius, for 200 acres; second month, April 25, 1684, to Jurian Hartsfelder, for 150 acres. The first purchasers of Frankford in Germany were Jacobus van der Walle, Johan Jacob Schutz, Johan Wilhelm Uberfeld, Daniel Behagel, George Strauss, Jan Leureiss, Abram Hasevoet. Among them were divided 2675 acres. The same quantity was divided among the first purchasers of Crefelt in Germany, namely: Jacob Telner, Jan Strepers, Dirk Sijman, Ganert Reniks, Lenard Artes, Jacob Isaacs. The township was divided into settlements, called Germantown, Cresheim, Sommerhausen and Crefelt. These Germans were from the palatinates of Cresheim and Crefelt, many of them having become Friends through the preaching of William Penn in Germany. The greatest length of the German township was five and one half miles; the greatest breadth, two miles; area, 7040 acres. This township was bounded on the northwest and northeast by Springfield township, Montgomery County; on the northeast and east partly by Bristol township; on the southeast by Penn township and Roxborough. Within the German township were the settlements known as Germantown, Cresheim (afterwards Mount Airy), Sommerhausen (called at a later period Chestnut Hill) and Crefelt, a rural section north of Chestnut Hill. Germantown settlement was commenced by Pas.

torius October 21, 1685. On August 12, 1689, William Penn at London signed a charter constituting some of the inhabitants a corporation by the name of "the bailiff, burgesses, and commonalty of German towne, in the county of Philadelphia, in the province of Pennsylvania." Francis Daniel Pastorius was the first bailiff, Jacob Telner, Dirck Isaacs Opdegraaf, Herman Isaacs Opdegraaf, and Tennis Coeuder were burgesses, besides six committee-men. They had authority to hold "the general court of the corporation of Germantown," to make laws for the government of the settlement, and to hold a court of record. This court went into operation in 1690, and continued its session for sixteen years. The seal of the court bore the impression of a trefoil, with the motto, "*Vinum, linum et texturinum*" (wine, flax and cloth). Sometimes, to distinguish Germantown from the upper portion of German township, outside of the borough, the township portion was called Upper Germantown. Pastorius is pleasantly described by Whittier, in the "Pennsylvania Pilgrim," as the founder of Germantown. The situation of Germantown has been regarded as most picturesque. It occupies a grand slope of country, extending from the old Logan estate below Fisher's Lane, between two and three miles in a northwestern direction to Mount Airy. This inclined plane is remarkably diversified with greater and less elevations, separated by ravines that begin near the Germantown Avenue, or Main Street, that widen into little vales that deepen as they go, until those on the south combine with the beautiful vales that extend down to Delaware River, while those on the west soon terminate in the Wissahickon, the western boundary of the slope, and help to form the scenes of enchanting beauty and loveliness of that world-renowned drive in Fairmount Park. These ravines are crossed by streams of water, supplied by multitudinous springs, constituting the most perfectly natural drainage possible. The town of Germantown comprised between five and six thousand acres, and in the early days had no recognized community, except during the period of about fifteen years, commencing in 1691, Pastorius himself being the bailiff. The town lost its charter because the religious scruples of the people would not permit them to take the oath of qualification for office. In 1735 the first type foundry in the country was founded here by Christopher Sower, who began in 1739 the publication of a quarterly newspaper, for which he manufactured his own type and ink. In 1743 he issued an edition of a quarto German Bible, the first published in this country. His son continued the business and greatly enlarged it, publishing many books, in addition to two editions of the Bible. The newspaper became a monthly, and as the stirring times of the Revolution approached it was issued weekly, obtaining a circulation of some twelve thousand, and it became a power in the land. The early Germantown residents were distinguished for the interest they took in educational matters, and they built a commodious building, which they called the Union School House. This stood on Bensill's Lane, now School Lane. It was both a German and English school and at first had seventy German and sixty English pupils. It was liberally supported, and in 1786 was chartered by the Legislature as the Public School of Germantown, but for sixty years or more had been known as the Germantown Academy, and as such had considerable celebrity. It is still the object of the deepest interest and pride of the citizens, many of whom have been educated here.



Penn Treaty Stone.

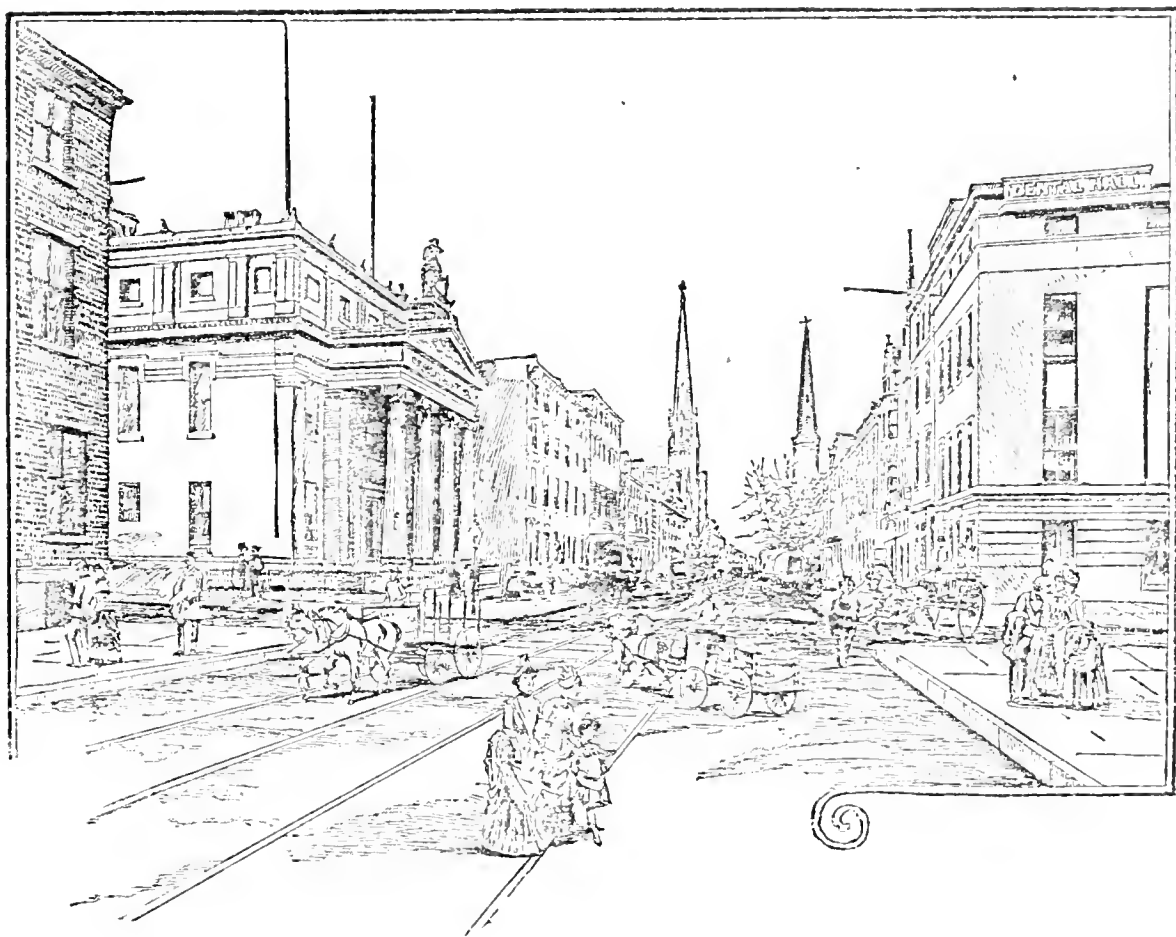
At the time of the Revolution the village of Germantown consisted of a single string of houses, about two miles long, built on both sides of the public road, which ascended over rolling hills to Chestnut Hill, there branching in one direction towards Reading, and in the other towards Bethlehem. The houses were originally w, substantial structures, with steep roofs and projecting eaves. They stood detached from each other, each with its enclosures, gardens, fences, palings, or walls around it, and in the rear cultivated orchards and fields.

During the Revolution Germantown was the scene of a fight between the contending military hosts. From Chestnut Hill to Waglee's Hill, the northern and southern extremities of the Germantown settlement, and of the field of action between the Americans under Washington and the English under Lord Howe in 1777. The distance along the Skippack road (for so the street was called) is between two and three miles. Southeast of Waglee's Hill is Stanton, the houses built by James Logan, where Howe had his headquarters at this time. Between the Skippack road and the Schuylkill, parallel to both in fact, crossing the Wissahickon at its mouth, cutting the road at Barren Hill, and near the Germantown road as the two approached the city, was Manatawny, or Ridge road, then a rough, wild country. Nearly parallel to the Skippack road, but diverting from it and from each other as they extended northward, were the old York and the Limekiln roads, the latter at Luken's Mill turning southwest and cutting the Skippack road at right angles, and under the name of Church Lane at the German Reformed church at Germantown, the former passing to the east of Nagle's Hill and Stanton. Fisher's Lane, running east from the Summit to Nagle's Hill, joined the Skippack to the old York road. The Church Lane, west of Skippack, becomes the School House Lane, and extends to the Ridge road and the Schuylkill. A quarter of a mile southeast of this Church Lane, at the Market House, Shoemaker's Lane cuts the Skippack road at right angles. The east branch runs to the old York road, the west branch to the Ridge road. A quarter of a mile west of Church and School House Lanes another lane cuts the Skippack road once more at right angles, the eastern section being called Bristol or Meeting House road, the western the Rittenhouse (or Paper Mill) road. Northwest of this road stood the Mennonite Meeting House; north of it again, on the same side of the main road, was Chew's house, a fine, large, stone mansion, with extensive out-buildings. Beyond it the Lutheran Church, then Beggarstown, Mount Airy, Cresheim Creek, and so on to Chestnut Hill. Such in short was the general topography of Germantown as it was in October, 1777. On the west of the village the land rolled away to the high place of the Wissahickon at its confluence with the Schuylkill, giving protection to Howe's left wing. The ground on the east, cut up by the Wingohocken and other streams running into the Delaware, defended his right wing from attack. The British army, in fact, lay encamped in order of battle on the original line of the School House and Church Lanes at right angles to the Skippack road, its centre resting on that road at the Market House, its left at Robeson's house, and behind the Wissahickon were the Ridge road crosses it, its right on Luken's mill and behind Kelly's Hill. The position was a strong one, and it covered all the approaches to Philadelphia by the peninsula, between the Delaware and Schuylkill.

Washington on September 29th marched from Pennypacker's Mill down to the Skippack, and on October 2d to Worcester township. The object was to surprise Howe, and that object was successfully accomplished. The strategy was good, but the battle was lost by bad tactics on the field. The Americans were met by a strong force, and some of the former began to retreat. Exactly when, or with whom, the retreat began has not been ascertained. There are conflicting statements in the several accounts of the battle. The retreat was slow. It was made general by the orders of Washington, who sent his couriers to call off every division, and all of the cannon were brought away, though none of the guns from which the enemy had been driven were carried off. The pursuit was not long. The disordered ranks were restored in a great measure in the presence of the enemy, who ceased to follow at all. The army retired behind the Perkiomen, and Washington returned that night to Pennypacker's Mill. The loss in this battle was not excessive when we consider the extent and time of the engagement. The chroniclers of the time disagree as to the exact time the battle lasted, but one says it lasted two hours and forty minutes. The British had 70 killed, 450 wounded, and 14 missing. The Americans: Officers killed, 25; wounded, 102; missing, 102; militia officers, 3 killed; 4 wounded; rank and file—killed, 152; wounded, 521; prisoners—54 officers, 346 men. The Americans were mortified at the result of the battle, yet it encouraged them. In Europe it occasioned a sensation, since no one dreamed of an American army of equal numbers taking the offensive against British regulars. Washington reported that his troops retreated when victory was declaring itself in their favor, and that he could not account for them not improving "this happy opportunity" other than the extreme haziness of the weather. Howe subsequently built a strong chain of fortifications across the peninsula on the lines marked out by Putnam for the American defence prior to the battle of Trenton, and then, perhaps, begun, but never completed. As soon as these lines were defensible, Gen. Howe withdrew his army from Germantown, and took up his position in the city, thus contracting his defences, and setting free a large force with which to operate against the American fortifications and obstructions. Such is the account of the battle as described by a local historian.

Germantown in 1700 had a mile of its main street lined on each side with beech trees, in full bearir

and each house had a fine garden. During the prevalence of yellow fever in Philadelphia in 1793 the salubrity and healthfulness of Germantown was much prized, and no case of that terrible disease was ever known to originate here. The members of the national and State governments made Germantown their place of retreat, and for a time the United States Bank was located here. The academy was offered to Congress and the State Legislature for meeting purposes, and for a time was occupied by two of the banks of Philadelphia. After the removal of the national government to Washington, and the withdrawal of the distinguished men who had become accustomed to make this their place of residence, Germantown became isolated and exclusive for a long period.



Arch Street, west of Thirteenth Street.

The introduction of manufacturing establishments, especially of hosiery and fine woollen goods, led to a rapid growth of the population. There is now great wealth and considerable industrial enterprise in this section. There are many old, quaint colonial buildings in the locality, as well as numerous elegant modern mansions of artistic architecture. Improvements and changes are continuously going on. Some of the old churches of rather quaker plainness have given place in many cases to large and commodious structures, adorned according to the style and taste of modern church architecture. Everywhere there is evidence of thrift, enterprise, and increasing wealth, contributing to the comfort, ease, and enjoyment of the people. When Germantown was annexed to the city in 1854, its population was about seven thousand. Germantown's aristocratic and fashionable neighbor,

CHESTNUT HILL,

was also the scene of several skirmishes during the Revolutionary era. On December 3, 1776, Gen. Howe marched out of Philadelphia with an army fifteen thousand strong, and at eight o'clock in the morning of the 4th arrived at Chestnut Hill, three miles below where the American army was encamped. Several detachments of the American army were sent out, and several skirmishes took place with a few casualties. Howe drew up his army for battle, with the right resting on the Skippack road and Chestnut Hill, the left on the Wissahickon—a strong defensive line. On Saturday night, December 6, Howe moved towards the York road, on the American left. The Americans sent out two or three brigades on a skirmishing expedition. At Edgemoor there was a spirited brush with the enemy, in which each lost about twenty killed and wounded. On the 8th Howe manoeuvred about in an apparently indefinite fashion until that night, when, kindling up his camp-fires brightly, he marched silently back to Philadelphia, thus declining the battle Washington had offered him to accept upon his own terms. On their march to the city the British burned the Rising Sun Tavern in Germantown and also a farmhouse standing between the tavern and the city. Washington was surprised at Howe's prompt retreat, for his officers had boasted that they were going to drive "Mr." Washington "over the blue mountains." Howe and his officers were mortified and said very little of the march to Chestnut Hill and back again, an expedition which cost the British a loss of two hundred in killed and prisoners.

Chestnut Hill lies on the border of Montgomery County, and is now a favorite place of suburban residence in a hilly country, where the views are exceedingly beautiful. It is the northern aristocratic section of the city; its high elevation, the purity of its air, its charming scenery, and its convenience of access from the central parts of the city combine to make it a very desirable suburb for the homes of very wealthy citizens. The mansions which abound here are architecturally rich and show much taste. South of Chestnut Hill, and confined on three sides by the Schuylkill River and the Wissahickon Creek, is the beautiful suburban residential district of Roxborough and the important manufacturing centre of

MANAYUNK.



The latter place, formerly a distinct town, was, prior to its annexation in 1854 to the city, seven miles distant from Philadelphia. It lies on a declivity of the hills which rise near the margin of the river Schuylkill, and is not laid out with much regularity, a number of handsome residences and churches occupying the higher parts of the district, which is the seat of extensive manufactures of cotton, woollen, paper, etc., and there are many rolling mills and other industrial establishments. Manayunk is an Indian name which means, according to Henry, "our place of drinking," and has been applied to the Schuylkill River. The original name was Flat Rock, from a peculiar flat rock lying on the lower side of the bridge, which was subsequently called Flat Rock Bridge. The settlement had its origin from the construction of the dam, canal, and locks there by the Schuylkill Navigation Company. These works were finished about the end of the year 1818, and, the water-power being extensive, the Navigation Company sought for lessees of the power for use in mills and factories. Captain John Towers was the first lessee of the water-power, one hundred inches, April 10, 1819, and he built a mill at Flat Rock. About the same time Silas Levering built the first hotel in the place. In 1820 Charles V. Hagner was the second person who bought a water-right and erected an oil-mill. After that purchases of water-power and the erection of mills and factories increased greatly, and the place became famous as a manufacturing village. After a time the inhabitants became dissatisfied with the name Flat Rock, and held meetings on the subject. On such an occasion, some time in May or June, 1824, it was resolved to adopt for the place one of the names of the river Schuylkill, and from that time the village was known as Manayunk. The borough of Manayunk was incorporated June 11, 1840, and became part and parcel of the city of Philadelphia. Nearer to us, on the east of Manayunk, and embracing the entire area, fringed by Wissahickon and Roberts Avenues on the north, the long, winding Ridge Avenue on the west, Montgomery Avenue on the south, and Germantown Avenue on the east, is the wealthy and prosperous region known as

WARD TWENTY-EIGHT,

which embraces many of what were formerly villages, such as Tioga, Rising Sun, Nicetown, etc., on the outskirts of the city numerous public institutions and elegant residences. The drives afforded by Broad Street, Germantown Avenue, Ridge Avenue, and other thoroughfares in this section, are favorites with owners of "fashionable turnouts" and "high steppers." To the extreme right, lodged between two fork-like streets, both bearing the name of Indian Queen Lane, is the Philadelphia Schuetzen Park, a handsomely laid out and much appreciated "breathing spot." To the right, and south of it and bordering on Alleghany Avenue, is another of those open, health-giving places for which Philadelphia is noted, and which William Penn wisely provided at the outset the city should have. The ward contains seven cemeteries, and on its divisional lines are two others, the latter being Fairhill Cemetery on the east side of Germantown Avenue, and Laurel Hill Cemetery, lying between Ridge Avenue and the Schuylkill River. Near the latter cemetery are Mt. Peace and Mt. Vernon Cemeteries, connecting, and the Lehigh Avenue separates these from the German Lutheran Cemetery. The large sheet of water seen near these is the Cambria Reservoir. Three of the other cemeteries are connected and stand on Ridge and Islington Avenues. These are Glenwood, Odd Fellows' and Mechanics' Cemeteries, and east of this, and stretching across Fifteenth and Sixteenth Streets and Berks and Norris Streets, is the spacious Monument Cemetery. The large building standing between Twenty-first and Twenty-second Streets, and between Lehigh and Huntingdon Avenues, is the Municipal Hospital, a time honored institution, which, it is likely, will ere long be removed to some other section of the city. The hospital, while filling a field of usefulness and humanity, has long acted as a bar to improvements in that part of the city, but recently building operations have begun on all sides of it, and it is only a question of a short time before the neighborhood will be built up solidly. The Lehigh Avenue Passenger Railway Company is anxious to open its line, which runs just north of the hospital, and a short distance to the south the Pennsylvania Railroad Company is preparing to carry Twenty-second Street under its tracks. This will open up a large tract of land near the hospital. To the east several manufacturing establishments have recently been erected, and on the west the "Swampoodle" district is adding to its residences.

The hospital and its grounds, with the dog-pound, Potter's Field, and other peculiar public institutions cover several acres of land which the city could sell at a very handsome profit. The money secured would more than suffice to erect another hospital in some locality where it would be less objectionable. The taxes that would be secured by the sale and improvement of the property would also be very considerable.

As it stands to-day, the hospital retards the growth of the Twentieth-eighth Ward. It is in a part of the city with excellent rapid transit facilities, and which would be rapidly developed if the hospital was removed.

At the intersection of Broad Street and Huntingdon Avenue, where flags are flying, is the ground of the Philadelphia Base Ball Club, and for extent, elegance of buildings, and completeness of appointments have no superior in the land. This elegant park was inaugurated on April 30, 1887, by a game between the "Phillies," as the club is called, and the New York Club. The situation is a most excellent one, and the transportation facilities between it and all parts of the city are most admirable and ample.

All over the ward church spires are seen, and here and there new ecclesiastical structures are seen arising. One of these is the new St. Simeon's Protestant Episcopal Church soon to be erected at the intersection of Ninth Street, Lehigh Avenue, and Hutchinson Street as a memorial to the late Bishop Stevens. The church, when finished, will be one of the most imposing edifices in the northern section, or, for that matter, in the entire city. The style of the architecture is pure English decorated Gothic. There will be in the group three buildings in all, these being the church proper, a parish building, and a rectory. The main building will have a stone clere-story carried on the stone columns. The interior will be apportioned off into a nave, aisles, transepts, chancel, sacristy, and vestry room. A handsome window of tracery design pierces the eastern end of the chancel, which latter faces toward the East. On the northern side of the chancel is located the organ chamber. The rectory will be built upon a lot facing the south side of Ninth Street, and will be of stone corresponding in character to that used in construction of the church. The vestry room and sacristy will form the connection between the church and the rectory. In the parish building there will be accommodations for the Sunday School, guilds, and other societies associated with the church. In the same building will be contained a residence for the sexton and a large, commodious, and completely equipped gymnasium. The parish building faces on Hutchinson Street and Lehigh Avenue. The entire group of buildings incloses the three sides of a rectangle, leaving in the centre a spacious court-yard, and permitting of the free access of light on all sides. All of the buildings will be constructed of a light-colored stone, the exact description of which has not as yet been determined upon. The roof of the church will be of open construction of yellow pine timber. Mr. Frank Watson is the architect.

Another ecclesiastical edifice that is now being reared is the new Universalist Church of the Messiah, the corner-stone of which was recently laid at the northeast corner of Broad Street and Montgomery Avenue. The congregation has for years worshipped at the church on Locust Street, below Broad. The corner-stone was laid at the base of the tower on the Montgomery Avenue side, and was sprinkled with water brought from the river Jordan. The price paid for the site was \$55,000. The foundations and first floor are now well under way, and the church will be finished in the fall. The chapel and church parlors will cost \$60,000. The cost of the church building is not yet settled. It will be constructed of Avondale stone, and will be of pure Gothic architecture. The congregation now numbers three hundred and forty, and is growing rapidly. When completed the church will seat one thousand persons and the chapel six hundred.

Another church in course of erection is the new Grace Baptist Temple at the southeast corner of Broad and Berks Streets, and which is to cost \$150,000. The building now occupied by the church at Berks and Mervine Streets has been sold to the Temple College for \$70,000, of which \$20,000 was paid in cash, the church taking the remaining \$50,000 in stock of the college, which was recently founded by Mr. Conwell, but is unsectarian in its nature.

A piece of historic ground in this section of the city is soon to be covered by a new freight-yard of the Philadelphia & Reading Railroad Company. The land is eight acres in extent, and lies between Lehigh Avenue and Cumberland Street and Thirteenth and Broad Streets, a portion of which was at one time occupied as the Oakdale Park. Recently the company began the necessary grading, and on a portion of it have already laid temporary tracks for freight cars. When the work is completed the yard will have a frontage on Thirteenth Street of 1057 feet 6 inches, and on Lehigh Avenue of 525 feet. Nineteen tracks are to be laid the full length of the yard, which will be capable of holding 330 eight-wheeled freight cars, the largest that are run. The driveways between the tracks are to be 40 feet, and to be paved with Belgian blocks. There will be an entrance for wagons on Cumberland Street and a number of others on Lehigh Avenue. The freight-house will be situated in the northwest corner and front on Broad Street. It will be a handsome and substantial brick structure, 109 feet long and 40 feet wide, and so arranged that it can be extended to a length of 300 feet as soon as the business of the locality increases sufficiently to warrant its being done. The grading of the lot

and the necessary cutting down of the remaining trees on the ground destroy the last living associations connected with the work of Bernard McMahon, who established in that place a botanic garden that was in its day famous. The house in which he lived was torn down some time ago to make way for a street, and nothing now remains but an old building, which is believed to have been used by him as a seed storage warehouse. Among the trees standing up to a recent date were some fine osage orange, these being, it is supposed, from the first seed gathered in the famous Lewis and Clark expedition across the continent in the early part of the century. McMahon enjoyed the friendship of Jefferson and other leaders in the Revolution, and they were frequent visitors and often in consultation with him. Among other notable persons that he entertained was Archibald Hamilton Rowan, a prominent Irish refugee. Mr. McMahon himself was of gentle connections, an owner of large landed interests in Ireland, but throwing himself into Lord Charlemont's rebellion, had to become an exile from Ireland on the failure of Charlemont's attempt. Landing in this country with but limited



Chestnut Street, looking east from Fifteenth Street.

financial resources, he embarked in the seed and florist business in his garden on this ground in 1809. He established a seed store on Second Street, near Market, and became tolerably successful. He died in September, 1816. The proposed work of the Reading Railroad Company has raised a storm of opposition, as there is a common belief that, if the building itself is not destroyed, the numerous tracks running to it will prove a serious obstruction. They all cross Huntingdon Street, which has been dedicated to public use as far west as Park Avenue, and is already such an important avenue that 5000 persons sometimes traverse it in a single day. The citizens in the vicinity are indignant at the action of the company whom they are opposing. But the company have a further project in connection with this big freight depot, and one which will evoke much hostility. The company has made frequent applications to the City Council for permission to construct its new terminal road to Twelfth and Market Streets in vain; and now it is stated that the attempt to secure legislation from the city government for the Terminal will be abandoned, and the Reading Road will now proceed to extend its main line from Broad and Cullowhill to Twelfth and Market by virtue of its chartered rights, and, when this

is done, extend from Twelfth and Market to Ninth and Green. The object of the Terminal was mainly to enable the road to raise money through an independent corporation; but the company has concluded to do it under its charter and provide funds in a different way. If built as a branch of their main line, it is claimed that the road, under its charter, has the right to cross any street without the consent of City Councils. Of course, the new road will be elevated. If the company sets the City Council at defiance there will be something in this connection for future historians to chronicle.

TWENTY-FIFTH WARD,

lying to the east of Twenty-eighth, and which is bordered by Lehigh Avenue on the south, the Delaware on the east, Germantown Avenue on the west, and Wingohocking and Frankford Creeks on the north. Close by the old York road is the famous Hunting Park, alongside of which runs Nicetown Lane. To the right of this are the extensive Stock Yards, to the east of which are two noted burial places, Greenmount and New Cath-



Third Street, above Dock Street.

edral Cemeteries. Kensington, Bridesburg, and other old towns already referred to are contained in this ward, which covers a very large area. On its southern boundary and within a short distance of the intersection of Germantown road and Lehigh Avenue, is Fair Hill Reservoir. Below this point the wards are of less area, the buildings more closely packed, and whether we look along Broad Street, or to the left or to the right of it, there are many magnificent buildings of both a private and public character to greet the eye. To the right of us are several railroad depots and shops, and the pleasant Norris Square Park, bordering on Diamond Street, which, with its neighboring streets, is a fashionable residential section. To the left are numerous churches, and their number has been recently increased by the beautiful new edifice erected by the Methodist Episcopal Union Church, one of the oldest congregations in the city, on Diamond Street above Twentieth, and which was dedicated with due formality on February 17, 1889. The church is one of the handsomest of the many edifices

which have grown up in the northwestern section of the city in late years. It is a very imposing structure, being elevated upon a terrace above the grade of the street, and is built in the solid massive Romanesque style of architecture, the constructive material being the handsome gray granite from the quarries of Fort Deposit, Md., trimmed with light Indiana sandstone. The interior is beautifully finished.

The building is 60 feet in width and 85 feet deep, with an imposing tower 100 feet in height. The main audience-room on the second floor has, including the gallery, a total seating capacity of 1400. The first story is set apart for the Sunday-school, and comprises a main assembly-room, three class-rooms, and the infant school-room, all being divided off by sliding glass partitions, so that the whole can be thrown into one large room when occasion requires. In the basement is a supper-room, which will be utilized for meetings, lectures, church fairs and entertainments. The entire cost of the church was about \$60,000. Of this \$40,000 was realized by the sale of the old Union Church property, on Fourth Street below Arch, about three years ago.

To the left of this are the Athletic Base Ball Grounds, Spring Garden Reservoir, Girard Avenue, and other approaches to Fairmount Park, and hereabouts are some of the most elegant residences to be found in the country, and many of Philadelphia's capitalists and prominent and successful merchants and business men have their abode here. The large massive buildings and grounds which seem to have been planted athwart Girard Avenue comprise the far-famed

GIRARD COLLEGE.

This magnificent institution was founded by Stephen Girard, with a bequest of two million dollars for the gratuitous instruction and support of destitute orphans. Mr. Girard came to Philadelphia in his youth comparatively poor his parents being but common people in France. He was a Frenchman by birth, and at an early age went to sea and followed it for many years. It was as captain of a ship that he first entered the Delaware, and he continued to make his voyages for sometime after he had fixed upon this city as his home. Finally he settled down in Philadelphia as a general trader, became a banker, and at the time of his death in 1831 was one of the richest men in the country. He left all his property, with the exception of a few insignificant personal bequests, to the city. He willed half a million of dollars for the improvement of the river front, one hundred and sixteen thousand dollars to the various institutions of charity in and about the city, a considerable sum for the improvement of the police system and the reduction of taxes, and the two millions for the building and endowment of the college. The several millions at which the Girard estate was then estimated is now worth more than fifty millions. Girard left explicit directions for the building and regulation of the college. He provided that no "ecclesiastic, missionary, or minister" should ever hold or exercise any office or duty in the college, or should ever be admitted within the walls for any purpose whatever, not even as a visitor. The institution had to give accommodations to not less than three hundred children, who must be poor, white male orphans, between the age of six and ten years, and who are to be supported and instructed until they arrive at the age of sixteen years, when they must be apprenticed to good trades or other useful avocations. To meet this requirement, the city erected on the site designated by Girard, consisting of forty-five acres of ground on Ridge Avenue, the college bearing his name. The corner-stone was laid July 4, 1833; the buildings were completed in 1847; and the institution went into operation January 1, 1848. The grounds are enclosed by a wall ten feet high. The college edifice presents a very imposing appearance. The central edifice, most substantially built of marble, is one of the most magnificent structures of its size in the world. It is in the form of a Greek temple, in the Corinthian style, resting on a basement of eleven steps, which extend around the entire edifice, imparting to it a pyramidal appearance of great solidity. It is surrounded by colonades of the most magnificent marble pillars, six feet in diameter and fifty-five feet in height—eight columns on each end, and eleven on each side, including the corner columns both



Statue of Washington.

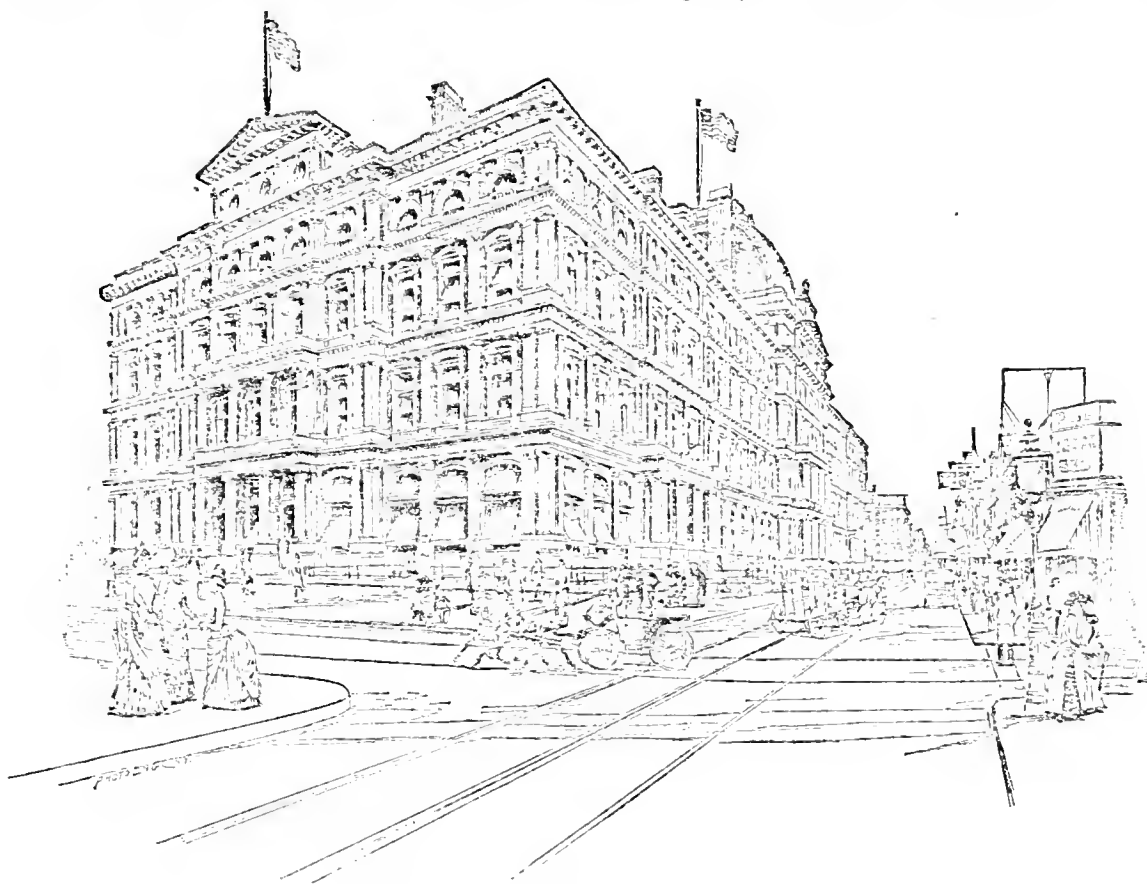
ways. Its dimensions, including the colonades, are 160 feet wide, 218 feet long, 90 feet high; the body of the building alone is 111 feet wide, 169 feet long, and 56 feet 8 inches high. It is three stories high, each divided into four rooms, with vestibules. The roof, composed of most massive marble tiles, has an entire weight of 960½ tons, exclusive of its supports. In the lower vestibule rests the remains of Mr. Girard, beneath a marble statue of himself. Four other buildings, faced with marble, each 52 feet wide, 125 feet long, and three stories high, were built at the same time, and the cost of the entire buildings and improvement of the grounds was \$1,933,821.78. Since then four other buildings have been added, and there is now accommodations for more than thirteen hundred boys. There are now 1368 actually in residence, and nearly three hundred waiting admission. Within the college grounds is a handsome monument erected to the memory of those graduates of the college who fell in the Civil War. The annual report of the Board of City Trusts for 1888, in its reference to Girard College, says: "No more striking illustration of the change in the apprentice system can well be afforded than is shown by a comparison between the number of boys bound out this year and in 1870, when our first report was made. Of the 121 boys who left the college in 1888, desiring occupations, we were able to obtain indentures but for six, while 115 found ready employment. In the year 1870, out of 70 boys who left the college, 53 were indentured. Fortunately, however, the training now given in the use of tools, in free hand, mechanical, and geometrical drawing, in short-hand and type-writing, and in telegraphy, enables us to find places for them with comparative ease." The report also points out a heavy decline in the rentals of the Girard estate, partly owing to loss of tenants during the erection of the new building at Twelfth and Market Streets. But the estate has also suffered in other directions, the report saying: "The removal of the Stock Exchange from our building in the rear of the Girard Bank to its new quarters in the Drexel Building has naturally had a depressing effect upon all property on Third Street near Chestnut, where the Girard estate owns a considerable number of houses. The rentals on Water Street and Delaware Avenue, in the neighborhood of Market Street, have also declined. These last reductions, being caused by the shifting of trade centres, may not be so serious as at first they might seem; others trades usually, after a more or less brief lapse of time, coming in to take the place of those removed."

Immediately to the north of Girard College are the Spring Garden Reservoir and the Women's Medical College, the latter a handsome brick building built in 1874 and 1875. Here medical education is given to women, and the majority of the professors are women, having all the necessary ability and qualifications for instructors. Many of the graduates are now in successful practice. The Woman's Hospital, which adjoins the college, furnishes clinical advantages. The college was originally formed in 1819, and was the first distinctive medical school for women in the world.

In the vicinity of Girard College, on the south, are the Foster Home, German Hospital, St. Joseph's Hospital, the House of Refuge, and the Eastern Penitentiary, the latter having been built in 1823. This prison was originally intended for the confinement of each prisoner in a separate cell, without any knowledge of the outside world, upon a belief that the association of criminals within the walls of a prison was demoralizing to young offenders not hardened in crime. The solitary confinement process produced numerous cases of insanity, and the strict prison rules had to be relaxed. The prisoners now associate to some extent in their employments, and in some cases there are two occupants to a cell. The prisoners have the use of a library, and newspapers are distributed among them. The House of Refuge, which occupies a lot extending from Parrish Street to Poplar, and from Twenty-second and Twenty-third Streets, was incorporated in 1826 for the "employment of the idle, the instruction of the ignorant, and the correction of the depraved." It has separate departments for boys and girls, and a special department for colored children. It will accommodate about six hundred inmates. For ten years or more the Board of Managers of the House have regarded the densely populated condition of the neighborhood in its immediate vicinity as one which is not suitable for the proper education and training of the children committed to their care. The Board of Managers took the occasion of the presentation to the House recently of two fine oil portraits of its most liberal patrons, William Massey, of Massey's Brewing Company, and of the late millionaire, Isaiah V. Williamson, to announce that their wishes in this respect are now about to be fulfilled. The board have received within the past six months, for the accomplishment of their intentions, nearly the sum of \$300,000, and lately this sum was increased by \$25,000 more, the gift of John F. Smith, of the type-foundry firm of MacKellar, Smiths & Jordan, on Sansom Street. Mr. Massey contributed the sum of \$100,000, which was afterward duplicated by the late Isaiah V. Williamson. These sums were added to by other persons, including the relatives of Mr. Collins, who gave about \$30,000, until now about one half the

requisite sum has been obtained. The board has purchased 185 acres at Glenn Hill Station, Delaware County, for the creation of a new House of Refuge with better and more complete accommodations for the work of educating and training the children.

- On the east side of Broad Street, standing on the corner of Callowhill Street, is the armory of the First Regiment, N. G., of Pennsylvania, a handsome castellated Gothic building three stories in height, and covering an area of 140x120 feet. The building is of rock-face mason work to the height of fourteen feet, the trimmings to the windows and doors, the string and belt lines being of dressed stone. The upper portion of the building is of brick. The Broad Street entrance is flanked by two towers, rising to a height of one hundred and twenty feet. There are also entrances on Callowhill and Carlton Streets. The building is two stories high, and contains a large number of store, dressing, and other rooms on the upper floor. The drill-room on the first floor is 131x155 feet, with gun-racks at the eastern end and a gallery for visitors at the western end. It also



Ninth Street, showing Post Office.

has suitable arrangements for gymnastics and athletic sports. Architecturally the building is an ornament to the city, and as an ornament is complete in all of its appointments, amply providing for the convenience and comfort of its occupants. The land and building cost \$200,000. North of this, on the same side of the street, are the Boys' High School and the Spring Garden Institute. Within a short distance of this new and extensive building improvements are projected, including the erection of another up-town market-house. As the market-houses on Spring Garden Street, from Marshall to Twelfth, are to be removed, by directions of the City Councils, in order that the residents of the neighborhood and patrons of the market may still have a convenient place to purchase their meats and provisions, an organization known as the Spring Garden Farmers' Market Company has been formed, with a view of supplying the want. The new company has succeeded in purchasing all the properties on the south side of Spring Garden Street from No. 1002 to 1026, both inclusive, and the north side of Nectarine Street, from No. 1001 to 1027, numbering in all about 25 properties. These buildings will be torn down,

and on the site will be erected one of the most complete and commodious market-houses in the city, from plans prepared by Frank R. Watson, architect. The lot has a front on Spring Garden and Nectarine Streets of 234 feet by an average depth of 113½ feet. The market-house will occupy 214 feet by 107 feet of this space. A private street on the east side (adjoining the building at the corner of Tenth Street, which was not purchased), 20 feet wide, will be opened from Spring Garden Street to Nectarine. On Nectarine Street the market house will recede 6½ feet from the present building line. The building will thus be given three wide fronts, affording ample light, ventilation, and convenience of access. The market-house will be built of pressed brick on Spring Garden Street and stretcher brick on the other streets. The fronts will be plain and of a substantial character. It will be one story high, except on the centre of the Spring Garden Street front, where it will rise an additional story for the purpose of affording accommodations for the secretary and superintendent, and for a directors' room. All of the space within the walls is to be devoted to market purposes. There is to be a basement under a portion of the structure to be used for storage purposes and for a kitchen for the eating-stand. The roof will be broken by a large lantern skylight running the entire length of the building, which, together with the windows in the three fronts, will at all hours of the day throw a flood of light inside. The interior wall is to be wainscoted 10 feet high with glazed brick and plastered above. The house will contain over three hundred stalls. The floors are to be of patent pavement, as will be also the pavement on Spring Garden Street. The other streets will be paved with Belgian blocks. The new street and the enlarged width of Nectarine Street will afford the wagons ample room to discharge their contents without encroaching on the public highways.

On the corner of Spring Garden and Seventeenth Streets is the fine building of the Female Normal School. Fronting on Broad Street, and all comprised within a distance of three or four blocks from the Public Buildings, are some magnificent structures—the Homœopathic Hospital, the State Fencibles' Armory, the Academy of Fine Arts, four churches at the corners of Broad and Arch Streets, and the beautiful Masonic Temple already referred to. The Academy of Fine Arts is a magnificent building from many points of consideration. The Academy had its birth at a meeting held in Independence Hall in 1805, and was incorporated in 1806. The first building occupied was situated on Chestnut Street, below Eleventh, and to this large additions were made in 1846. A new building became a necessity, and the present handsome structure, with a highly ornate and striking facade, composed of a central tower and two slightly recessed wings, was completed and occupied in April, 1876. The following is the style of architecture. The concentrated hall and staircase of the building, the principal ornamentation, is of Ohio sand-stone. The shafts of the supporting columns are of Victoria and Rose Crystal marbles and Jersey granite. The capitals of the interior columns are of French Eschalon marble, and the railing of the main staircase solid bronze. The entire cost of the structure was about \$400,000, and for the purpose intended is the largest and completest in the United States. On the right of the entrance is the library, containing some 1200 volumes, the contents of which are devoted entirely to art. Next is the print-room, where are stored many thousands of engravings, etchings, and mezzotints. Here is deposited the John S. Phillips' collection of engravings and etchings, more than 60,000 in number. The donor was a retired merchant of the city, and spent the latter years of his life in making the collection which he so generously presented to the institution. Adjoining the library are the rooms devoted to the Antique. Still further on are the rooms for drapery, painting, and for the life class. On the south side is a large lecture-room, with proper retiring rooms; and to the rear, modelling and private rooms, devoted to the use of the professors and students. In the gallery, which contains a large hallway, are placed statues of marble and bronze. On either side of the hallway are six picture-galleries, of various sizes and forms. In the galleries on the south side are found the most valuable paintings which the academy possesses, including specimens by Bonquereau, Jausen, Vanderlyn, Erufini, Gastoldi, Van Dyck, Vanderhelst, and Wittkamp, Stuart, Allston, Huntington, Picknell, and West. Special mention should be made of the Carey and Earl collections, which form a principal part of the general collection. In 1880 the Academy was the recipient of a donation of \$60,000 from Joseph E. Temple; also the disposition of the Charles Toppau prize, which amounts to one hundred dollars a year. Admission to the Academy, 25 cents; Sundays *free*, by ticket.

The churches standing on the four corners of Arch and Broad Streets present an architectural group which for beauty cannot be excelled on the American continent. On the southwest corner is the green-syenite building of the Lutheran Church; on the northwest corner the rich brown-stone First Baptist Church, on the northeast corner the pure white marble edifice of the Arch Street Methodist Episcopal Church, the handsomest

church of this denomination in the city. But let us now change our position in the Public Buildings' tower and take a view of

SOUTH BROAD STREET,

which extends in a straight line for miles until it loses its identity in League Island. Near to the latter are seen towering large grain elevators, beside which are docks, connected with which is a line of railway. This spot is known as Girard Point, and here the waters of the rivers Delaware and Schuylkill mingle. A little to the north of the point is the admirably laid-out Point Breeze Park, occupying an area of many acres. To the left of this is Point Breeze, a place of considerable shipping, and the locale of several extensive sugar refineries, storage warehouses, gas-works, etc. The main highway to the Point is Passyunk Road, bordering on which are two cemeteries standing slightly apart. These are the Lebanon and Philadelphia cemeteries. Near the junction of Passyunk Avenue and McKean Street stands the handsome, spacious, well-arranged, thoroughly-equipped St Agnes's (Roman Catholic) Hospital, and about a dozen blocks north of this is the depot of the P. W. & B. R. R., on the corner of Washington Avenue and Broad Street. Near this is the splendid Ridgway Library Building, on the corner of Carpenter Street, and occupying an entire block. Nine streets or so north of this, and situated on the west side of Broad Street, and at the corner of Pine Street, is the imposing stone building of the Deaf and Dumb Asylum. From this point up to the Public Buildings Broad Street has on its west side many elegant edifices, among which are the Horticultural Hall and the Academy of Music, which stand near to each other. The Academy of Music, built in 1856, is claimed to be the finest music hall in America, and its exceptionally good acoustic properties make it also a favorite place for lectures and political speakers. The stage is 90x72½ feet in dimensions, while the auditorium has a seating capacity for 2900 persons. Upon the boards of the Academy have appeared the greatest *artistes* of the age, and here royalty and the most noted personages of the republic have occupied boxes. The building is turned to many uses, for annual assemblies, charity balls, etc. Near it is the magnificent new building of the Philadelphia Club, the Adams Express Building, the Union League Club House, and the high-class Strafford, Bellevue, and Lafayette Hotels. The Union League Club Building is a most imposing, massive edifice, which was built in 1865 at a cost of \$200,000. Since then \$100,000 have been spent upon the building. This club had its birth during the civil war, the organization being effected on November 21, 1862, for the purpose of contributing moral and material aid to the government in the maintenance of the Union. The membership embraced professional men, merchants, and responsible citizens, and was instrumental in raising and organizing nine regiments of infantry and one of cavalry, and it published considerable literature calculated to rouse patriotic fervor. After the war it was a stronghold of Republicanism, but by degrees it has assumed a distinctively social character. The club has about fifteen hundred members. Turning ourselves to the west window in the tower of the Public Buildings the entire

WESTERN SECTION OF THE CITY

is spread before us like a map. The broad thoroughfare of Market Street—the dividing line of streets on the north and the south—can be seen the whole length of its straight course until it merges itself in Westchester road, Delaware County, miles away, in a "green country."

At our feet is the splendid Broad Street Station of the Pennsylvania Railroad, whose elevated tracks form a prominent object in the view. The station is a palatial structure, regarded as the finest of its kind in the country. The architectural design embraces Greek, Gothic, and Roman, with a frontage of red pressed brick, that pleasantly contrasts with the immense white marble Public Buildings under whose shadow it nestles. The track-room of this great station is wide and lofty, containing eight tracks and broad passenger platforms. Internally the walls are of various colored bricks in artistic patterns, relieved here and there with terra cotta ornamentations. At the eastern end are iron gates, the opening of which admits passengers into a spacious vestibule, from which entrance is gained to handsomely fitted up waiting-rooms, restaurant, etc. At the southern end of the building a wide stone staircase leads down from the vestibule to the lower floor and the street. The northern section of the ground floor is utilized for ticket-offices, baggage-room, entrance to elevator, Pullman car office, etc.; the middle section is a stand for cabs and carriages; and the southern section is taken up with a vestibule and stairway.

The whole of that section of the city lying between Broad Street and the Schuylkill River, with the exception of Market Street, which is an entirely business thoroughfare, is occupied with residences of the

wealthiest citizens, with churches, schools, public institutions, small parks, part of the great park of Fairmount, etc. Among the illustrations which embellish this work will be found views of Chestnut Street and Arch Street looking westward, and from these will be obtained a fair general idea of the character of the buildings which line these and neighboring thoroughfares. To the right of Market Street and of where we stand, and within a few blocks of us, is discerned the cross-surmounted dome and noble façade of the Cathedral of Saints

Peter and Paul, on Eighteenth Street, fronting Logan Square. This is one of the finest ecclesiastical edifices which ornament Philadelphia. The land for this building was purchased in 1846, and on August 18 in that year the corner-stone was laid with imposing ceremonies, in the presence of many thousands of persons. The work was begun by Bishop Kendrick, and was continued by his successor Bishop Neumann and the latter's coadjutor, Right Rev. James F. Wood. The style of architecture is the modified or Roman Corinthian, and the building is modified on the Church of St. Charles in Rome. The handsomely laid-out



square—Logan Square, also sometimes called Northwest Square—was originally bounded by Race, Vine, Schuylkill Fifth (Eighteenth), and the back ends of Schuylkill Third (Twentieth) Street lots. Its present size is six hundred and thirty-two feet north and south by five hundred and forty-three feet east and west. It contains seven acres and three rods. The Southwest Square having

been used as a potter's field at an early day, the Northwest was in time occupied for the same purposes. There does not seem to have been any authority given by Councils for that use, yet the practice was so common that the Northwest Square became known as Potter's Field early in the present century. In 1812 City Councils passed an ordinance specially declaring that this practice had been an infringement of right, and ordering, that after the 10th of July, 1812, no body should be buried in any of the squares of Philadelphia. The street on the west, originally called Logan Street, was authorized to be opened by ordinance of February 13, 1834, and the name Logan Square was given to the enclosure by ordinance passed in 1825. In 1864 the whole square was covered with buildings erected for the use of the United States Sanitary Fair, which realized more than a million dollars toward the relief of sick and wounded soldiers.

Also bordering on this square is the large building of the Academy of Natural Sciences, standing on the corner of Nineteenth and Race Streets. It dates its organization back to the second decade of the present

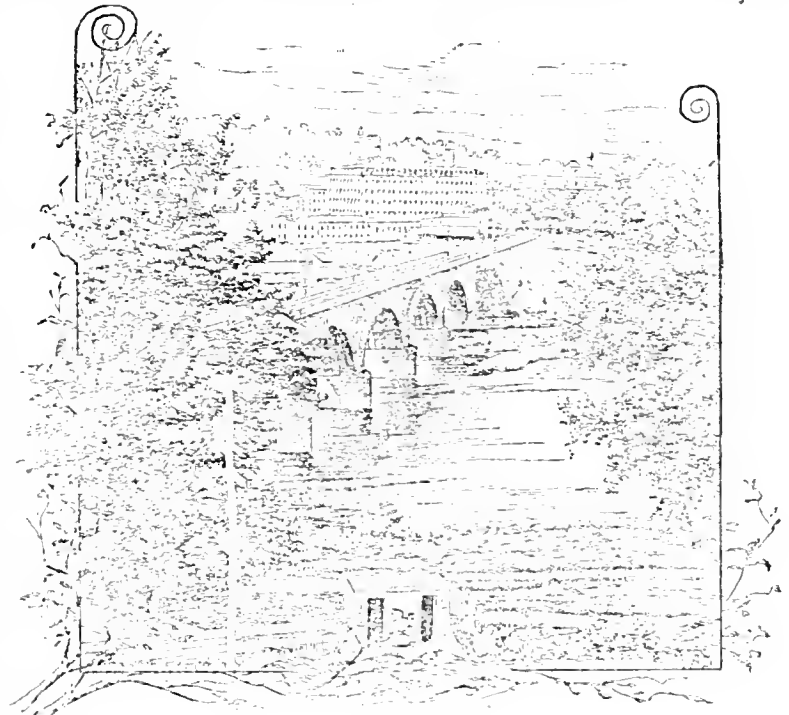
century, and is the oldest institution in America devoted exclusively to the natural sciences. It was incorporated in 1817, and although several institutions have sprung up around it as rivals during the intervening period, it still retains precedence as far as wealth of collections and the completeness of a consulting library are concerned. Its active workers have always comprised many of the most distinguished names connected with the history of American science. The Academy was founded with the view of promoting original investigation by means of varied facilities offered within the institution, and the publication of the results of such investigations; but latterly the Academy has added a department for the systematic teaching of science, and there are regular courses of instruction in Archeology and Ethnology, Invertebrate Zoology, Invertebrate Paleontology, Mineralogy, and Geology. The library comprises about 39,000 volumes. Of the collections, the most important is that of the birds, which numbers about 35,000 specimens. The reptiles and fishes are also abundantly represented, and the collection of recent mammalia is a fine one. The Morton craniological collection is one of the most extensive of its kind. The most complete department is that of Conchology, which, as far as the number of species and specimens is concerned, is not equalled in Europe or America. The Academy is very rich in fossil remains, both vertebrate and invertebrate. The mineralogical collection has recently received great accessions through the bequest of the late Mr. W. S. Vaux. The herbarium numbers about 25,000 species of flowering plants. Among other collections it comprises those of Schweinitz, Nuttall, and Pickering.

A block away to the west of the Academy is a group of extensive buildings devoted to the housing and comfort of the sightless unfortunates. A prominent building in the view is the substantial and imposing armory located on the corner of Twenty-first and Filbert Streets. Three blocks to the west of this the

SCHUYLKILL RIVER

stretches across the landscape like a great serpent, the glistening waters of the tortuous stream, with the moving craft buoyed on its bosom, forming pleasing and absorbing features among the innumerable attractive objects that greet the eye in every direction.

This busy river, now lined with wharves, and its banks traversed on each side, and crossed and recrossed by railroads, is supposed to have been discovered by Captain Hendrickson in the year 1615, in the yacht *Onrust* (*Restless*). He belonged to Captain Mey's expedition, and was assigned to the work of exploration of the streams in the neighborhood of the coast. On Hendrickson's map of his discoveries Fort von Nassomene or Fort Nassau is marked, which must have been placed there after Hendrickson's time. There is an island opposite the fort, but nothing like a river such as the Schuylkill is shown. It should be understood that Fort Nassau was built by the Dutch on the east side of the river about 1626. It is supposed to have been situated at or near the present Timber Creek, and therefore nearly opposite the mouth of the



View from Chanoenix Drive

Schuylkill River. Upon the map of Peter Lindstrom the Schuylkill is called *Menejackse Kyl*, or *La Riviere de Menejackse*. In the Lindstrom map, published by the Pennsylvania Historical Society, accompanying the "History of New Sweden," by Israel Aurlius, it appears as *Mencynackse Kyl*, or *Schuylkill River*. In the Lindstrom map given by Thomas Campanius Holm this river is set down as *Skiar eller Lite River*. The

word "eller" means "or," and this designation is therefore Skiar River, or Skiar Kyl, or Linde River. Skiar seems to have been a method of spelling the word which Aercelius renders Skookyl. In the Swedish language *skora* means "to make a loud noise." Mr. M. S. Henry says that one of the Indian names of the Schuylkill was Lenn Bikbi, or Lenni, which he derives from Bikbi ("a tree whose bark peels freely," which is the case with the linden). He also calls it Lenni Bikuak ("a high place where houses are erected covered with linden bark") and Konk ("a place or locality"). Lenni meant not only a "man" or "Indian," but also "common, plain, pure, unmixed," sometimes "high." This would seem to show the origin of the name Linde River, as laid down on the Lindstrom map. The river was sometimes called Manayunk, which is supposed to have been derived from Manasonk, the name of an island at the mouth of the river. This word means "our place of drinking."



The Schuylkill, from the West Bank.

Heekewelder gives as one of the names of the river Ganshewen ("it roareth"), or Ganschowehan, and Der rauschende Stroh ("the stream which maketh a noise"), which is similar in meaning to the Swedish *skora*. The name Schuylkill is supposed to have been applied by the Dutch, and is said to mean Schuyl ("hidden") and kill ("river")—the "hidden river," because at its mouth the river is not plainly visible to persons coming up the Delaware. Upon a map of the British possessions in North America, engraved in England by Herman Moll in 1715, and upon another of the possessions in New France in 1720, the Schuylkill is called Perquemuck and Perquemuk. The river rises by three principal branches in Schuylkill County, and, flowing southeast, enters the Delaware, as stated elsewhere in these pages, at Girard Point and League Island. It is about one hundred and forty miles in length. It has numerous tributaries, the most important of which are Tulpehooken Creek from the west, and Perkiomen Creek from the east. Vessels of from three hundred to four hundred tons ascend to the western wharves of Philadelphia, where its average depth at common tide is from thirteen to fourteen feet. The river winds itself through a country rich in natural beauty, and the charming scenery of Fairmount

Park, lying on both sides of the Schuylkill, furnishes ample evidence of this. The river is crossed by several magnificent bridges that play a very important part in binding together all portions of this great straggling city. Most of these are substantial structures, which have been erected in recent years. That crossing the Schuylkill at Callowhill Street is the successor of the famous old Wire Bridge, which stood for many years and was considered quite a marvel in its way. In these pages will be found an illustration of this bridge. The Girard Avenue Bridge, of which an illustration is also given, and which cost about \$1,500,000 of the city's money, is one of the finest promenade bridges in the world; and the bridge of the Pennsylvania Railroad, just above it, is a graceful affair, with high stone arches carrying an iron structure in the centre. Of the bridges connecting West Philadelphia with the city that at Chestnut Street is the oldest in existence, dating back about twenty-five years. The new bridge at Market Street is considered a better piece of work than its near neighbor, the western end of which had recently to be buttressed up by great iron cylinders filled with cement sunk far down into the ground and resisting the push of the bridge. The probabilities are that a new bridge will soon be added at Walnut Street to the half-dozen which already span the Schuylkill between Gray's Ferry road and Girard Avenue. South of the Girard Avenue Bridge is the dam connected with the Waterworks and an extensive reservoir. At the northern boundary of the west section of the park are the Falls of Schuylkill, where an old-fashioned wooden bridge spans the stream, and forms the upper connecting link between the East and West Parks. The "Falls of Schuylkill," from which the cluster of buildings near it derives its name of Falls Village, are now scarcely perceptible, the backing of the water occasioned by the dam of the Fairmount Water Works having pretty much obliterated them. Formerly, however, there was at this point a very decided fall, so that the name of the locality and the village was not without significance. The village is the seat of extensive water works which afford employment to thousands of operatives. A short distance above the falls the Wissahickon River, which is full of charming beauties all along its tortuous windings, and wealthy in attractive drives and sylvan nooks and flowery dells, has its confluence with the Schuylkill. By means of dams and locks the Schuylkill is navigable one hundred and eight miles, from Fairmount Dam to Port Carbon, in Schuylkill County. That section of the stream, dividing Fairmount Park into two parts, and extending from Peter's Island to the Schuylkill Falls, is known as the Race Course, where, in the summer season, regattas attract thousands of spectators. At this point it is fitting that we should say something of

FAIRMOUNT PARK

itself. Philadelphia is essentially a city of business principles, and of severely utilitarian ideas. Yet these, having been carried out to their logical end, have resulted in placing the Quaker City in the front rank of municipalities which have understood the intimate and necessary connection of business enterprise with the most necessary expression of beauty and sentiment. Of this Fairmount Park is perhaps the best example. Utility and business principles suggested the necessity for an ample water supply; painful experience had demonstrated that the purity of such a supply could only be secured by the fullest control of the watershed which held the element in its range, so that no deleterious substances should be allowed to enter into it. Mills and manufactories lined the banks of the Schuylkill, when in 1822 the water-works for Philadelphia were projected on a scale commensurate with the growth of the city. How easily these might contaminate the drinking water and thus endanger the health of the inhabitants had doubtless been fully impressed on the minds of the Philadelphians since the first water-works were established in 1799, and a wise and far-seeing policy looked in 1822 to the gradual acquisition of all sites which might be occupied by manufactories, and converted the whole into a park, which, for extent and beauty, cannot be excelled on the continent, possibly not in the world. Thus, that which might have proved detrimental to the city has become a source of never-failing pleasure; delighting the eye of the lover of sylvan scenery; gratifying every taste for the beautiful in nature; giving almost unlimited scope to the genius of the best landscape gardeners of the world, and offering inestimable advantages of rest and refreshment to the weary dwellers in the crowded city. Dividing the park runs the Schuylkill River, here for miles fulfilling the law of nature, bringing life and health with its flowing waters.

The park began with the purchase of five acres of ground at Morris Hill. On June 28, 1812, \$16,000 was paid for this property, and the construction of water-works begun. As a part of the finish of these works the grounds were laid out and ornamented on the west side of the hill from Callowhill Street up to and in front of the pumping houses. This land, called the Fairmount Gardens, were opened in 1825, and at once became the show-

place of the city, so that the citizens, like so many *Oliver Twists*, began to ask for more. This desire was met by a purchase of additional tracts of land, until the reservation comprised twenty-four acres in 1828. The property then extended from Biddle Street up to Coates or Fairmount Avenue, and from the Schuylkill over to Twenty-fifth Street. This contented the people till 1844, when the failure of the United States Bank brought the Lemon Hill estate into the market, and the property passed to the city—the only bidder—for \$75,000, the bank having paid \$225,000 for it. The grounds covered an area of forty-two acres. It was allowed to be used for a summer garden by a private tenant till 1855, when an ordinance was passed dedicating Lemon Hill by the name of Fairmount Park. Even this failed to satisfy the land-hunger of the citizens. The Sedgely estate was bought by subscription. Some of the subscribers failed to pay up and there was an aggravating deficiency of \$43,000, which perplexed the directors, and they offered the land to the city on condition that it assumed the debt. This condition was acceded to promptly, and the Sedgely estate was added to Lemon Hill, which, by the way, had been the country seat of Robert Morris, the financier, whose last days were embittered by failure and imprisonment for debt.

The next acquisition was rendered necessary to connect and correct the boundaries of the previous estates. The intervening ground between the old Fairmount property and the Lemon Hill estate was taken by the city in 1867, under the right of eminent domain, \$55,000 being awarded by a jury to the owners. This property included the building and grounds on the north side of Coates Street up to the line of the Reading Railroad, and westerly to the Schuylkill and the eastern boundary of Lemon Hill, about where the Lincoln Monument now stands.

But by far the most important transfer of land, and one which finally determined the character and extent of Fairmount Park, was that which took place under the act of March 26, 1867, by which the Lansdowne property, on the west side of the Schuylkill River, above Girard Avenue—which had been the country-seat of Governor John Penn and of United States Senator William Bingham, and which was then the property of the Baring family of England—was purchased for \$84,953. There were 140 acres in the tract. It comprised all the ground on the west side of the Schuylkill of certain described depths extending up from the Callowhill Street bridge beyond Lansdowne as far north as Montgomery Avenue. In this area were included the West Philadelphia water-works, the country-seats of Solitude, Eggesfield, Sweet Brier, and Lansdowne. The grounds were to be managed by a board of commissioners, who were to have full charge of Fairmount Park on both sides of the river Schuylkill. The commissioners, upon meeting, were of opinion that the ground on the east side of the river was not sufficient, as it extended no farther than the Spring Garden water-works. An act of Assembly passed in April, 1866, authorized the purchase of a small strip of ground between the Reading Railroad and the river, extending from the Spring Garden water-works to the Columbia bridge. For the protection of the purity of the water, further purchases on the banks of the river were necessary. City Councils met these suggestions liberally, and acceded to a proposition that the Park on the west should be enlarged by extending it up from Lansdowne to the bridge at the Falls, and out the Ford road to George's Run. On the east side it was to be extended from the Spring Garden water-works to the Laurel Hill Cemetery, so as to take in all the ground between Thirty-third Street and the Schuylkill River and up the river to the mouth of Wissahickon Creek. The Legislature, by act of April 14, 1868, not only acceded to these propositions, but gave to the Park Commission a right to appropriate the banks of the Wissahickon on both sides from the mouth up to Paul's Mill road. Scarcely had this magnificent authority been given before the commissioners were surprised by the offer of Jesse George and his sister, Rebecca George, both of whom were of advanced years, to convey to them, for the use of the people, the land adjoining Belmont and known as George's Hill. This gift added 83 acres more to the Park at the highest point west of the Schuylkill, affording a magnificent view of the city and the adjoining country. The whole area of the Park thus acquired, including the river surface, was 2740 acres. In the West Park the Lansdowne Drive, the first permanent road constructed, was opened on the 21st of June, 1869, from the entrance at Girard Avenue to George's Hill.

A full description or an adequate appreciation of Fairmount Park is absolutely impossible. The mere enumeration of walks and drives, the descriptions of statuary that line the walks, or the many places designed for rest and recreation would only weary the reader. Yet with its natural attractions of hill and dale; of rich water-courses; the ever-flowing Schuylkill or the pretty Wissahickon, now broken in cascades, and again embouching into a broad lake-like surface that tempts the pleasure voyager of canoe and shallop; the pretty pleasure steamers on the Schuylkill landing picnickers by cool spots, where the day's outing can be enjoyed; the ever-

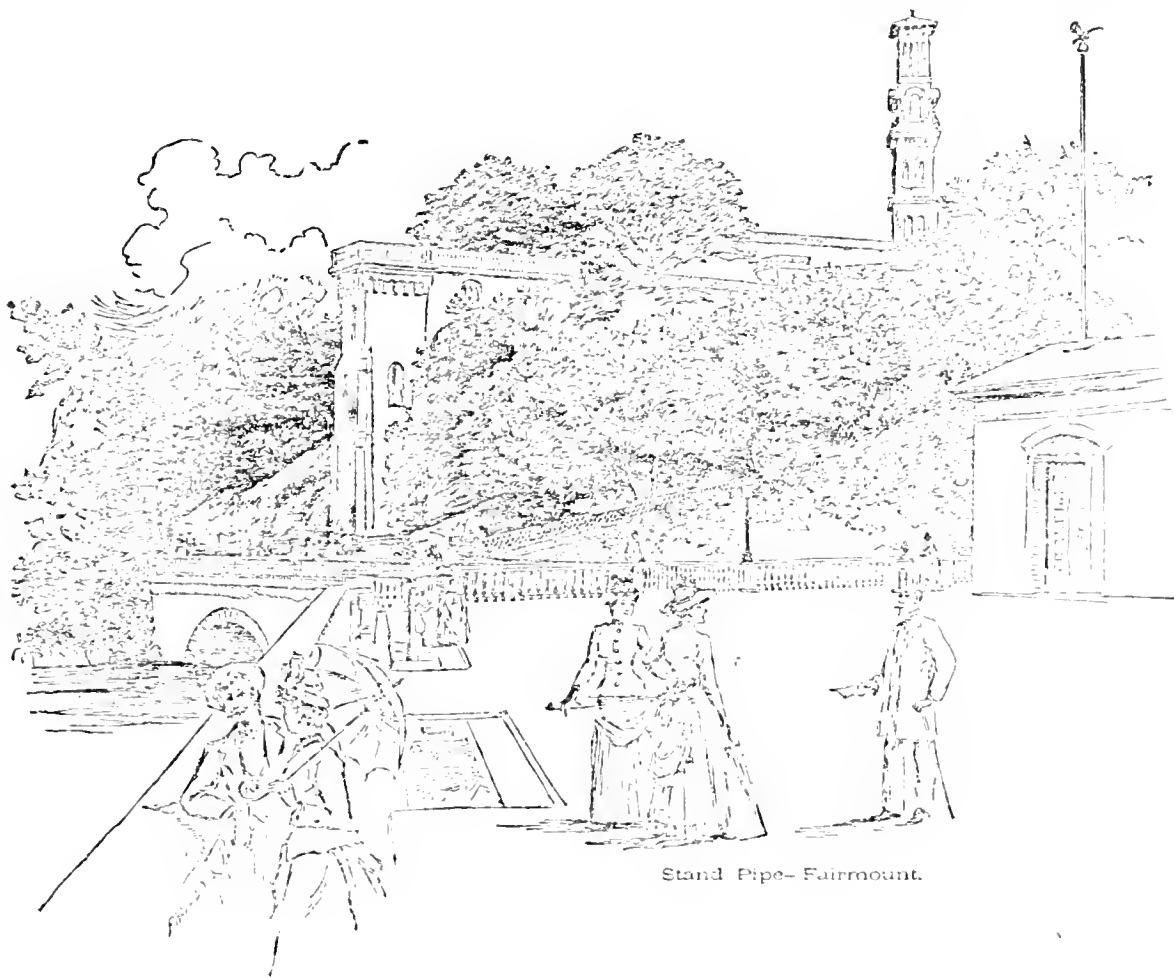
present charms of natural scenery, whose exquisite beauty has received but the touch of human genius, which has yet left the best efforts of Nature unharmed by the touch, are all best realized by experience. All these, with many other features, form but a portion of the grand total known as Fairmount Park, which stands almost preeminent as one of the best examples of what a park should be—the lungs of the city, the recreation ground of its people, rich and poor alike.

As part of the park's attractions, and yet in a certain sense independent of it, may be mentioned first the

ZOOLOGICAL GARDEN.

The Zoological Garden is the only institution of its kind in the country which can boast of a collection of animals comparing favorably with similar gardens in Europe. The bear-pit, the lion and tiger house, the monkey-house, the seal-pond, and the other spots of interest will be recognized by every visitor as delightful places for passing two or three hours pleasantly. It is not generally remembered that the Garden occupies the site of the country-seat of John Penn, the grandson of William Penn, and that the old house standing in the grounds was his home, known as "Solitude." There is a subterranean passage running for some distance from the house, which is supposed to have been intended for use as a place of refuge in the event of a possible Indian attack. The thirty-three acres which make up the Garden lie within the limits of Fairmount Park, but are under the care of the Zoological Society, which has made them blossom like a rose. There is no more charming place in or around Philadelphia than the "Zoo."

Not the least of the many attractions of the park, in addition to the statuary, representative of the art, the national history, and the local associations of Philadelphia, is the presence of the old Penn House, removed from



Stand Pipe—Fairmount.

Letitia Street. This, the first house built in Philadelphia, will thus forever be held as an historical relic, the interest in which will immeasurably increase as the years roll by.

The new music pavilion or amphitheatre at Lemon Hill, which was used for the first time June 29, 1889, is one of the most important and successful additions yet made to the artificial attractions of Fairmount Park. It is a great natural amphitheatre among the trees upon the northwestern slope of Lemon Hill, between the mansion and the descent to the main drive, forming a sort of semi-circular basin paved with concrete, containing seats for several thousands of persons. The chord of the semi-circle is on the lower side of the hill, with the band platform in the centre, and a low wall rising from this on each side to the two pavilions that mark the ends of the semi-circular corridor enclosing the whole. The simplicity and at the same time the richness of it all; the dull-colored brickwork; the charming detail of the terra-cotta capitals and of the frieze of the pavilions, with musical emblems in relief; the tasteful iron-work, also suggestive of the purpose of the structure—in short, the whole design, at once modest and bold, and seeming to lie naturally upon the slope of the ground in the midst of the noble trees that surround and enclose it, is as admirable a piece of landscape architecture as is anywhere to be found. An excellent military band, under a conductor who knows how to interest and please the masses with good music, plays here every week-day afternoon throughout the summer, making this the centre of popular interest in the East Park.

The great Centennial Exhibition of 1876 left a permanent impression on Fairmount Park which requires that notice should be made of it. A result of this exhibition, one of the most successful ever held, has been the permanent retention of Horticultural and Memorial Halls. This celebration of the centennial of American independence was the outcome of an act passed by Congress in 1871, to hold an international exhibition of arts, manufactures and the products of the soil and mine. From that time measures were active among citizens of Philadelphia and Federal, State and municipal governments to render the matter successful. On the 4th of July, 1873, the Commissioners of Fairmount Park formally transferred to the Centennial Commission and the Centennial Board of Finance, for the use of the exhibition, 236 acres of ground, extending from the river road, or continuation of Forty-first Street, northwest to the Lansdowne Drive and Concourse, not far south of Belmont round the same south by west by the Belmont Drive to George's Hill and south to Elm Avenue, and by the same to Forty-first Street, the place of beginning. The buildings for the Centennial Exhibition, large and small, numbered about two hundred, and were ready at the opening of the Centennial Exhibition, on May 10, 1876, and closed on November 10 of the same year. During that period the Exhibition was visited by 9,910,966 persons, of whom 1,906,692 were free, representing exhibitors, officers, employés, etc. After the conclusion of the Exhibition an attempt was made to maintain a permanent exposition in the great industrial building commonly called the Main Building. This project eventually proved to be a failure. The Main Exhibition Building was sold, and the materials were removed.

Such, however, was not the fate of the

MEMORIAL HALL,

which is now one of the permanent features of the Park. It contains the Pennsylvania Museum and School of Industrial Art, and is located in the West Park. The building is in the style of the *Renaissance*, is fire-proof throughout, and the control, government, and regulations of the Hall are vested in the Legislature, who reinvest the same in the Park Commission, as appointed by the city. The distinctive features of the building are the south entrance of arched doorways, the pavilions, arcade, windows, and the promenades, which command a panoramic view of the Park. The central hallway is 287 feet by 83 feet, from which doors open to the galleries on all sides. The building contains 75,000 feet of wall-space, and 2000 feet of floor-space for exhibits. The Pennsylvania School of Industrial Art is patterned after the "South Kensington Museum," and is in time intended to embrace the advantage of developing the State industries, promoting instruction in drawing, modeling, designing, etc. The present exhibit is varied and elegant—art, manufactures, archaeology, and science each contributing their quota of knowledge and representation. The features of special interest are the fine specimens of china, embracing examples of Minton, Sevres, and Worcester ware; ivory, metal, and wood-work; Rothermel's "Battle of Gettysburg"; the mosaic altar, containing thousands of inlay, in colors; the Japanese snite; extensive coin collections; castings and moldings; carvings; paintings and photographs; armor and Turkish hangings, etc. Admission free, by application, between the hours of 9.30 A. M. and 5 P. M.

Located in the same West Park, one-half mile above Memorial Hall, is a large building composed of iron and glass, and was one of the main features of the Centennial Exhibition. There are more than 7000 specimens of rare and choice plants, trees, and shrubs, etc. There are well-kept lawns and walks tastefully arranged. Admission free, on application, between 9 a. m. and 6 p. m. During the winter season lectures on botany are given gratuitously.

It is interesting to note that the grounds of Memorial Hall show traces yet of the enormous wear and tear of the crowds to the Centennial while the land about Horticultural Hall is in splendid condition.

One of the claims to public attention possessed by Fairmount Park is its great extension over 5000 acres. Yet this is not altogether without some feature of discomfort to those whose steed consists of "Shank's mare" alone. In the future, however, the whole resources of the vast park will be placed at the command of any one, the City Council having granted a license to William Wharton, Jr., for the building of a gravity railway. The terms of the license seem to be reasonably protective to all public rights. The fare cannot exceed five cents for a round trip, with children under five years of age free, but an extra fare may be charged for the suspended cable line across the Schuylkill into West Park. Two per cent of the gross receipts must be contributed to the Park Commission for Park improvements and decorations, and actual work must be begun within six months and the line completed within two years. The Commission reserve the complete control of the road, with power to revoke the license at any time if its provisions are not fulfilled. The period of the license is fifty years.

This meets the greatest want of Philadelphia's magnificent Park by making it thoroughly enjoyable for the masses of the people who have no carriages and cannot afford to hire them. They can now get to the Park, but they are weary from their daily labors; their children are with them and without nurses, and the most they can do is to get into the Park and sit down under its heartsome shades.

The route of the proposed road commences at a point at or near the foot of the old inclined plane, a short distance from the Columbia Bridge, thence with double track to the summit at or near the head of the inclined plane; thence with single track to Chamounix; thence with single track to the foot of the inclined plane; also extending from the summit with single track to the foot of the inclined plane; also extending from the summit with single track to a point at or near the intersection of Belmont and Elm Avenues; thence with a single track to the foot of the inclined plane; also a branch with a double track beginning near the intersection of Huntingdon Street and Ridge Avenue, and extending thence westerly to and across the river Schuylkill by a suspension bridge to a point in the West Park, where it may connect with main single track between Chamounix and the foot of the inclined plane. Along the line of the road tunnels are to be constructed on the main track between the proposed suspension bridge and the foot of the inclined plane near Chamounix, midway between Chamounix and Belmont Summit, under George's Hill and under a concourse at the corner of Belmont and Elm Avenues. Stations are to be erected at such places as may be deemed necessary. The line of the proposed suspension bridge is a continuation of Huntingdon Street, and by means of the new Lehigh Avenue Electric Railway direct communication with the Park will be afforded the people of Kensington and Frankford. The road will be ready for operation May 1, 1890.

WEST PHILADELPHIA.

This district of Philadelphia comprises the whole region between the west bank of the Schuylkill and the boundary line of the city. With the exception of those sections bordering close upon the river, and which are devoted to shipping, commercial, and manufacturing enterprises, West Philadelphia is largely occupied with wealthy and middle-class residences, and there are numerous magnificent church edifices, hospitals, and public institutions in this section. The section formerly comprised several independent townships, which contained various districts.

One of these districts was Belmont, created by act of April 14, 1853, and which embraced that part of Blockley township which lay along the river Schuylkill from the northern boundary-line of West Philadelphia to the northern boundary-line between Philadelphia and Montgomery Counties, and had also its western boundary on that line. This district had scarcely time to be organized before the Act of Consolidation of February 2, 1854, put an end to its franchises. The name was derived from Belmont, the country-seat of the Peters family, which is now a portion of Fairmount Park. The mansion was erected by William Peters about 1743,

and the name was descriptive of the fine position of the property, and suggestive of the beautiful views of the river and valley of the Schuylkill visible from the site. The property became the estate of Judge Richard

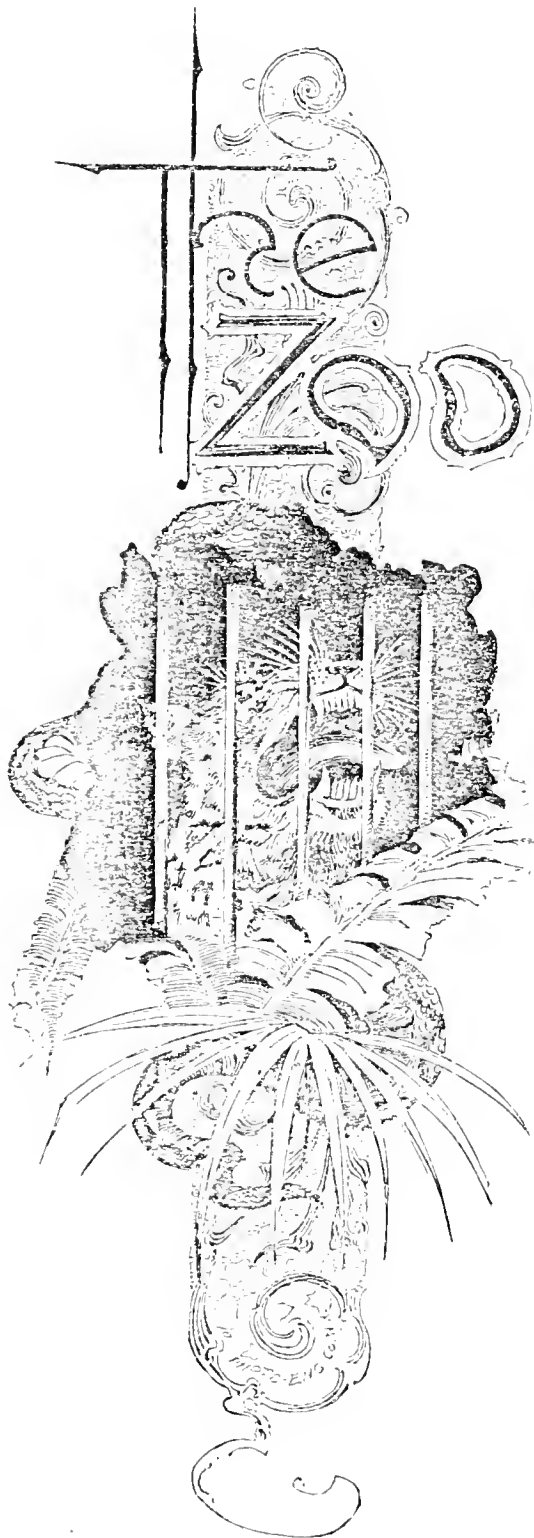
Peters of the United States District Court in 1786, and he lived there until his death, which happened August 22, 1882.

Blockley was a township on the west side of the Schuylkill River, north of Kingsessing township; bounded on the east by the river; extending south from the county-line, opposite to, but a little below, the mouth of the Wissahickon, down to the Nanganesy or Mill Creek, below the Woodlands; thence by the same creek up to Chadd's Ford turnpike, known in later years as the Baltimore pike; along the same to Cobb's Creek; thence by the courses of the same to the county-line adjoining Lower Merion township, Montgomery County, and along the same to the river Delaware. It was traversed by the Darby road, the Chadd's Ford or Baltimore pike, the road to West Chester, to Haterford and to Lancaster. Within the boundaries were the villages of Hamilton, Mantua, West Philadelphia, Hestonville, and Haddington. The greatest length four miles; the greatest breadth, five miles; area, 7580 acres. The date of the formation of this township is not known. It was created at a very early period after the establishment of the provincial government. The name is supposed to have been derived from Blockley, a parish in England in the county of Worcester.

Kingsessing was a township in the extreme southwestern portion of the city, bounded on the north by Blockley; on the east by Mill Creek and Schuylkill River; on the south by Delaware River and Bow Creek; and on the west by Darby Creek and Cobb's Creek; shaped irregularly. It embraced the site of the old village of Kingsessing, but no settlement of any size except Marylandville. It was traversed principally by the Darby road and the road to the Lazaretto. Its greatest length, five miles; greatest breadth, two and one-half miles; area, 6800 acres. This was the oldest settled portion of the county of Philadelphia. Kingsessing, or Chinsessing, was the name of a place lying on the west side of the Schuylkill River, below the western abatement of Penrose Ferry Bridge, and not far distant therefrom. Acrelius says Chinsessing was "a place on the Schuylkill where five families of freemen dwelt together in houses two stories high, built of white nut tree (hickory), which was at that time regarded as the best material for building houses, but in later times was altogether disapproved of for such purposes." Among the most noted public institutions in West Philadelphia district is

PUBLIC BUILDINGS,

we have told but little of the gigantic marble pile itself bearing this designation. It is, in truth, Philadelphia's modern architectural monument—the largest edifice for municipal purposes in the world. Its tower, when com-



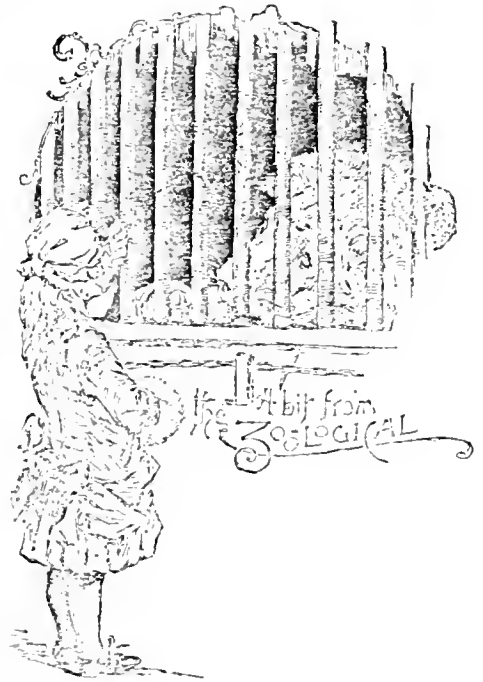
pleted, will rank as the third highest edifice in the world, the Washington Monument and the Eiffel Tower at Paris being the other and taller structures. Certainly no city in the United States has anything to show in comparison with it. Perhaps it might also be added, none so costly, for it has already exceeded the original estimate by \$5,000,000, and has occupied so far eighteen instead of ten years in its erection. Five years more may elapse before it is thoroughly finished and the cost accurately gauged. The true Philadelphian, however, counts neither time nor money, but aims at the thorough completion of the grand pile, to which generations yet to come will point with pride, as it lifts its snowy marble height into the blue sky, and acts a beacon for the home-comer.

It stands at the intersection of Broad and Market Streets, and practically has four fronts, none of which lack in dignity of treatment and care of design. The north and south fronts measure 470 feet, and the east and west front 486½ feet in their extreme length. Though it stands at the intersection of such a leading thoroughfare it offers little or no impediment to traffic. Through its ample gateways and its noble quadrangle the streets it appears to block are continued, an advantage the busy residents of the section cannot fail to appreciate. The court-yard in the centre is 200 feet square, all flagged with massive stone. A reference to the illustration in the present work will give the general reader a better idea of it than a detailed architectural description, though the dimensions should be borne in mind, in order to adequately grasp the details of this enormous and stately structure.

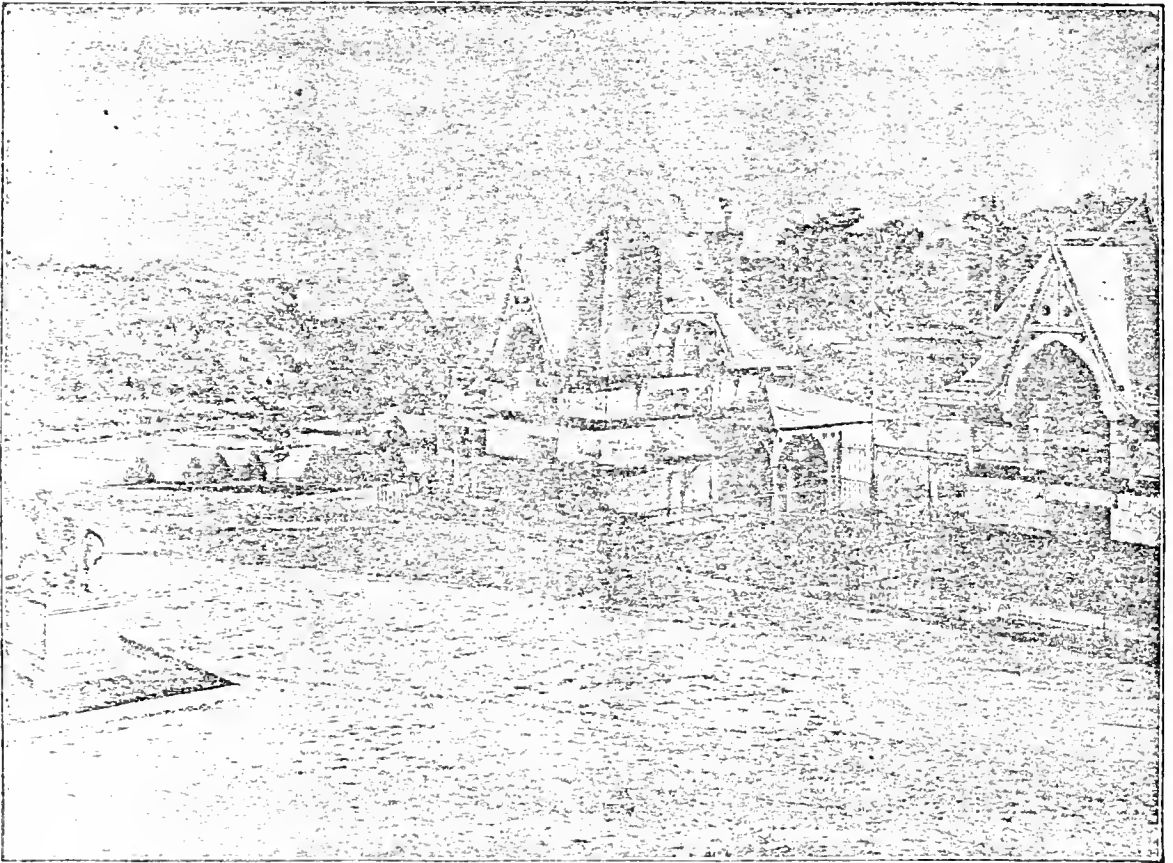
On the north side of the square interior rises a grand tower of white granite and marble, which, when completed, will make it, as above stated, the third highest tower in the world. It is to be surmounted with a bronze statue, twenty feet high, of William Penn. Ground was broken for the building August 10, 1871. The first stone of the foundation was laid just a year later, August 12, 1872, and on July 4, 1874, the corner-stone was laid in the presence of an influential throng of state and civic dignitaries and other citizens, impressive ceremonies governing the occasion. Some idea of the preliminary work for the vast structure may be gained from the fact that the excavations for cellars and foundations required a year's work and necessitated the removal of 141,500 cubic feet of earth. The most remarkable trait attending the design for this work has been the recognition of the possibility of future growth of the city. Building for posterity has not hitherto been a feature of American architecture, the cry of being cramped for room being the most often heard. In the Public Buildings of the Quaker City it is fair to suppose will be found adequate accommodations for many years to come.

The style is that of the *Renaissance* of the French order, modified to suit the exigencies of the requirements. It is distinguished by a wealth of ornamentation, which nevertheless is rigidly held within the bounds of good taste, so that nothing incongruous or meretricious strikes the observer. Pillars, pilasters, niches, statues, caryatides, and other sculptured work enliven the façade in the interior. The whole makes an agreeable and lasting impression, but there is a shade of doubt as to the effect likely to be produced by the Penn statue, which cannot be wholly solved till it is placed in position. John McArthur is the architect, and the work is being done by a commission of which the chairman is Samuel C. Perkins. The building contains 520 rooms aggregating a floor space of 14½ acres. Though, as has been pointed out, the building has four "fronts," the natural and proper front is to the north on Broad Street. Here, where it opens out into a broad esplanade, stands an equestrian monument to General Reynolds, who laid down his life in the first day's fight at Gettysburg.

The last report of the building commission enclosed a statement from Architect McArthur, in regard to the completion of the tower, that it will require a period of four years to prepare and erect complete the same, and that the estimated cost is \$725,000. The tower on which the metal superstructure, as above noted, is to be erected, is of marble, finished at 337 feet, 1½ inches above the pavement, and from which the skin or covering



of the clock story starts, is capped with large granite blocks 18 inches thick, and a solid floor of iron beams, brick arches, concrete and asphalt covers the interior space at this higher level. Eight anchoring rods three inches in diameter and 55 feet long have been built in the walls for the purpose of anchoring and securing the metal work, and the general drawings with much of the details are completed. The skeleton framework is proposed to be of wrought-iron or steel, and the exterior covering of the clock story, rising 67 feet 8 inches, of cast-iron, painted white to harmonize with the marble below. The balance of the metal work—the dome—rising 105 feet 7 inches to the base of the terminal figure, as well as the statue itself, is recommended to be of aluminum bronze, the most preferable of non-rusting materials suitable for such a purpose. A covering or gutter of this metal will be placed over the top of the marble work, properly connected with the drainage system of the tower, in order to prevent any possible discoloration of the marble from the oxydation of the iron-work above. The preliminary work, including the completion of the main structural features of the clock story, and



Zoological Garden—Girard Avenue Entrance.

the necessary preparations for the fundamental elements of the balance of the superstructure, which are essential to the further advancement of the work after the clock story shall have been so far completed as to allow of the continuance of the work of erection, can probably be accomplished by the end of 1890, at a cost within a reasonable portion of the amount appropriated and to be appropriated to the Commissioners for that period.

Portions of the building have recently been occupied. Mayor Fidler was the first to enter into the elegant suite of rooms designed for the mayoralty offices, which suite is a suggestion of the rooms designed for the other departments. For Mayor Fidler's private use there is a long, handsome room, wainscoted, like all the others, with Tennessee marble, and with an elaborate mantel of varicolored stone. Adjoining is the great audience-room, a large, square apartment where visitors may seek the Mayor's ear through his private secretary. Opening into this room is a large office for the Mayor's clerks, beyond is a similar room for the clerks of the Department of Public Works, and at the opposite end of the suite from the Mayor's sanctum is the private office of

Director Wagner, the chief of that department. The entire suite has a high wainscoting of Tennessee marble, the ceilings and walls are painted in a pleasant tint, and gas and electric fittings are supplied in abundance.

Along the opposite of the corridor is a nearly similar suite of rooms overlooking the interior court-yard, and designed for the use of the Department of Public Safety. Directly over the Market Street entrance is a large apartment for the daily meetings of the police lieutenants with Superintendent Lamon, whose private office adjoins the assembly-room on the south. In his office Superintendent Lamon has an immense rack against the wall with spaces for the names of nearly 5000 officers, each placed upon a strip of card. On the opposite side of the meeting-room is the private office of Director Stokely, of the Department of Public Safety, and then comes the staircase leading to the floors above. A private passage beneath the stairs leads from Director Stokely's office to a series of rooms which will be devoted to the clerks of the department. One of these offices is now occupied by the Building Inspectors, who will be transferred to another floor.

To get rid of the hangers-on who congregate around Central Station Magistrate hearings, the Central Station has been located up in the top of the building upon the sixth floor. Prisoners will be taken within the court-yard to the turreted tower that creeps up the southern wall of the inclosure on the east side of the Broad Street entrance. Here an elevator will lift them to the sixth floor to the lock-up, a large and lofty room with thirty-two iron cages ranged in rows in the centre of the room. A short corridor leads around to the Magistrate's room on the east side of the court-yard, a large apartment like the Police lieutenants' assembly-room on the second floor, and, like that, also furnished with a smaller room on either side. Along the corridor leading from the lock-up is a series of small rooms for the various uses of the department, and a corresponding suite on the floor beneath, reached by a small staircase, is set aside for the use of the Central Station detectives. All of these rooms are handsomely wainscoted with fancy-colored tiles, and are now almost ready to receive their furniture.

Across the main corridor from the Magistrate's Court, on the sixth floor, are the large rooms occupied by the Electrical Department, looking down into Market Street from a high elevation. Other city department offices already occupied are in close proximity to the Mayor's apartments. On the fourth floor, directly overhead, are five rooms occupied by the Survey Bureau, while the apartments on the Mayor's floor, south of the Market Street entrance, are devoted to the Highway Department. The ground floor north of the Market Street entrance is occupied by the various branches of the Tax Office—the Board of Revision of Taxes, Delinquent Tax Bureau, Bureau for the Collection of Water Rents, Board of Assessors and the office of the Receiver of Taxes, which extend from the Market Street entrance around to the north Broad Street entrance. Then the other half of the east side is devoted in the order named: To the Park Commission, the Commissioners of City Property and the City Commissioners, while the City Controller's office and the City Treasurer's office divide between them the eastern half of the south floor, the Controller's office outside and the City Treasury inside. With the departments already established in the Public Buildings and those soon to enter, the principal city offices will then centre there.

THE MANUFACTURES OF PHILADELPHIA.

In point of manufactures Philadelphia has always taken the lead of all other American cities. Manufacturing was active here when the British Parliament sought to compel the provincials to rely upon British workmen for all sorts of manufactured materials and to discourage mechanical industry in America. During the Revolutionary period the Philadelphians were kept busy in manufacturing cloth, guns, swords, cannon, etc., for the American army. During 1815, a year succeeding a period of distress all over the country, the leading manufactures of Philadelphia were estimated by Lorin Blodgett, from statistics furnished by prominent manufacturers, to be worth in money \$552,000,000, upon which the estimated profit, at no more than 6 per cent, was over \$33,000,000. The number of distinct manufactures is so great as to almost baffle an attempt to describe them, many of them being small and of articles difficult to classify. In the aggregate of manufacturing establishments, the variety of articles made, the number of persons employed, and the value of materials used, Philadelphia surpasses all other cities in the United States. In 1870, according to the census, there were 8579 manufacturing establishments in the city and vicinity, which were operated by 2177 steam-engines of 57,304 horse-power, and 59 water-wheels of 2696 horse-power. In 1875 the city boiler inspector reported 3068 steam-boilers in use, being an increase in five years of 891, or 33 per cent. At that ratio the number of

manufacturing establishments in 1876 was about 11,000 and the capital \$250,000,000. Then about 160,000 hands are employed in good times in these manufactures. Since that period, manufactories have been multiplying on every hand, and the ranks of artisans have been continuously increasing.

BANKS.

Fiduciary institutions play an important part in the encouragement and advancement of the manufactures and commerce of the city, and in this respect Philadelphia is liberally provided, the following being a list of the leading monetary institutions: America, 327 Walnut Street; North America, 309 Chestnut Street; Beneficial Saving Fund, Twelfth and Chestnut Streets; Centennial, Thirty-second Street cor. Market; Central, 109 S. Fourth Street; City, 32 N. Sixth Street; Columbia, 432 Chestnut Street; Commercial Bank of Pennsylvania, 314 Chestnut Street; Commonwealth, Fourth and Walnut Streets; Consolidation, 331 N. Third Street; Corn Exchange, Second and Chestnut Streets; Eighth, Second Street and Girard Avenue; Farmers' and Mechanics', 427 Chestnut Street; First, 315 Chestnut Street; First, of Camden, Second and Market Streets; Girard, 116 S. Third Street; Independence, Chestnut Street below Fifth; Kensington, Frankford Road and Girard Avenue; Keystone, Chestnut Street cor. Juniper; Manayunk, 4371 Main Street; Manufacturers', 27 N. Third Street; Mechanics', 24 S. Third Street; Merchants', 108 S. Fourth Street; Merchants' Exchange, 131 S. Third Street; National, of Commerce, 211 Chestnut Street; National, of Germantown, 4800 Germantown Avenue; Northern Liberties, Third and Vine Streets; Republic, 320 Chestnut Street; Security, 701 Girard Avenue; State Bank of Camden, 212 Church Street; Northern Saving Fund, Sixth and Spring Garden Streets; Penn, Seventh Street cor. Market; People's, 435 Chestnut Street; Philadelphia, 423 Chestnut Street; Philadelphia Saving Fund, Seventh Street cor. Walnut; Germantown Savings Fund, 4794 Germantown Avenue; Second, 4434 Frankford Avenue; Seventh, Fourth and Market Streets; Shackamaxon, Frankford Avenue cor. Norris Street; Sixth, Second and Pine Streets; Southwark, 610 S. Second Street; Spring Garden, Twelfth and Spring Garden and 400 Chestnut Streets; Third, Market and Merrick Streets; Tradesman's, 113 S. Third Street; Union, Third and Arch Streets; West Philadelphia, Fortieth and Market Streets; Western, 408 Chestnut Street; Western Saving, Tenth and Walnut Streets.

TRANSPORTATION FACILITIES.

The growth of a city is greatly enhanced by the extent and liberal character of its transportation facilities. The railroads having depots in the city are: Baltimore and Ohio, Chestnut Street Bridge; Camden and Atlantic Railroad, Vine Street Ferry; North Pennsylvania Railroad, Berk's and American, above Second, Ninth and Green Streets; Pennsylvania Railroad, Broad and Filbert Streets; Philadelphia and Atlantic City Railroad, Pier 8, Walnut Street Wharf; Philadelphia and Reading Railroad, Thirteenth and Callowhill Streets; Germantown and Norristown Branch and Bound Brook Division, Ninth and Green Streets; West Jersey Railroad, Market Street Ferry.

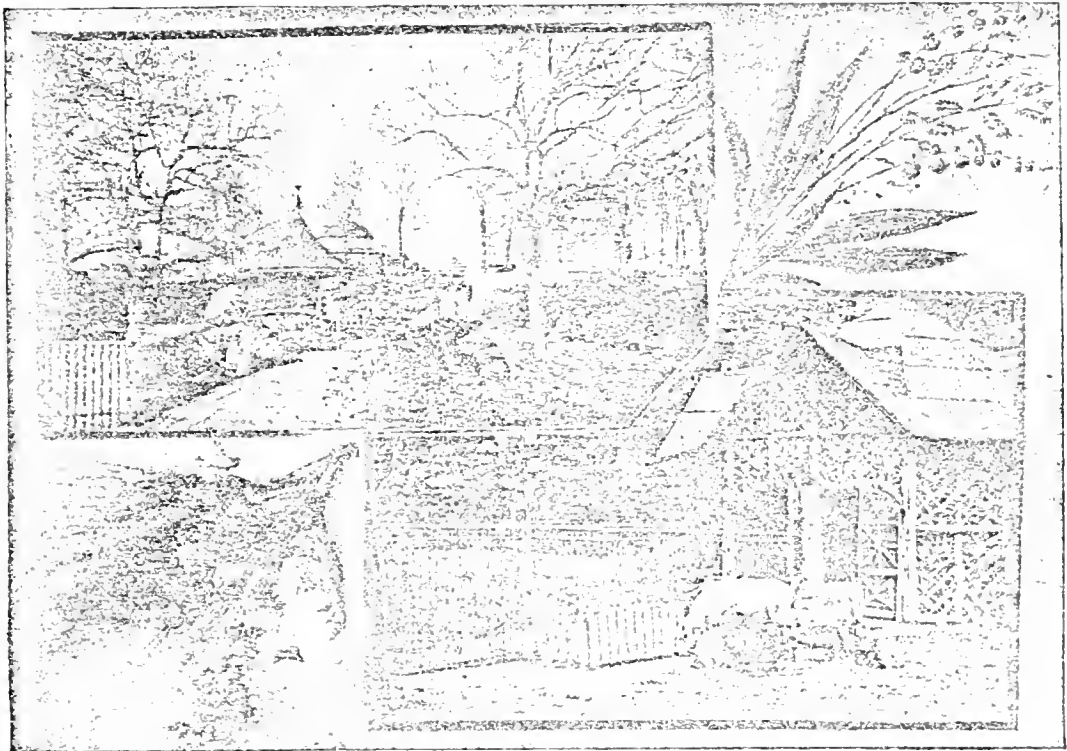
The street-car passenger service of Philadelphia consists of 47 routes, covering every point of interest and the convenience of the visitors. These cars are propelled by cable, horse, or electric power, and intersect the city in every possible direction, with frequent service of a few minutes' interval at the most. To give the routes in detail would be to give a practical street directory of the city.

PHILADELPHIA'S GROWTH AND FUTURE.

That Philadelphia continues to grow rapidly, there are evidences on every hand; and if the building operations of the last half of 1889 approximate in number to those of the first half, the present year will break the city's record in building. The record is 8387 new buildings, not counting alterations, additions, and back buildings erected in 1888. The total number of operations for the first six months of 1889, according to the *Real Estate Record and Guide*, is 6498, or only 1889 less than for all last year. Two-story houses continue to be the favorites as the homes of the people, and 4714 of them have been erected this year. The Twenty-eighth ward leads with 1184, followed by the Twenty-sixth ward with 609, the Twenty-fifth with 517, and the Twenty-fourth with 497. Compared with the first six months of 1888, 1464 more of these little homes have been built this year than last. Three-story houses, which have rather suffered through the rage for smaller dwellings, are again rapidly coming into favor. The number erected up to July 1 of 1889 was 1127, against 1007 for the

same period of 1888, a gain of 420. Four-story dwellings are also picking up, 26 having already gone up, as against only 14 during the whole of 1888. The increase in the number of the three- and four-story dwellings is a good indication of the general prosperity. The estimated cost of the new two-story houses was \$9,428,000; of the three-story ones, \$6,421,500; and of the four-story, \$156,000. The total cost of all the operations was \$19,860,317, which is exclusive of \$1,040,400 spent on alterations and additions, making the grand total \$20,900,717. There has been a noticeable decrease this year in the number of costly office structures and other large buildings erected. Still, permits have been taken out for three large office buildings to cost \$660,000, 11 warehouses, 32 factories, 36 foundries and shops, 38 stores, 2 theatres, 4 freight stations, 2 library buildings, 3 club-houses, 7 churches, and 5 school-houses. The number of conveyances recorded during the first six months of 1889 was 8419, representing property valued at \$42,374,824. This was an unusually large amount, the total value of all the transfers of 1888 being only \$62,663,201.

Then, the city is in this year (1889) spending more money for improvements than ever before, and the cost of the permanent improvements to be effected will be between four and five million dollars. Nowhere are the



Zoological Garden—Rustic Bridge—Yaks.

signs of progress more evident than in the centre of the city. With the \$200,000 appropriated for repaving streets occupied by street-car companies, Chestnut Street is being put in good condition from Front to Eighteenth. All the old-fashioned heavy square stone blocks and cobbles have been removed and replaced with Belgian blocks. The same work is nearly completed on Arch Street from Second to Seventh. Sansom, Race, Fourth, Eighth, and a number of other streets, principally the numbered ones, are to be similarly repaved, and in a short time a cobblestone pavement in the central portions of the city will be a thing of the past. The expenditure appropriated by the City Council for repaving streets not occupied by street-car companies will accomplish a great deal, but its good effects will not be so apparent because they will be more scattered. One of the most important bits of repaving will be the laying of an asphalt pavement on Diamond Street from Broad to Third, connecting with the present pavements of the same material west of Broad Street and east of Third, and giving a fine drive to the Park to the residents of the northeastern section of the city. Work will also be begun on the new West Philadelphia drive to the Park by way of Thirty-ninth and other

streets, and the asphalt pavement on Broad Street will be continued to Glenwood Avenue. In the centre of the city Cherry and the few other streets not occupied by horse-car tracks will be repaved, mostly with Belgian blocks. As far as possible these streets will connect with those being repaved out of the \$300,000 appropriation. Such great improvements will be effected by the appropriation given for repaving this year that members of the Finance Committee of Councils have expressed themselves in favor of appropriating \$1,000,000 for continuing the work next year. With a portion of this amount all the central portion of the city between the Delaware and the Schuylkill Rivers can be replaced with Belgian blocks and asphalt, and a large proportion be devoted to repaving in other sections. Simultaneously with the work of repaving goes the completion of the last section of the East Park Reservoir. In this improvement, which will insure a supply of pure drinking-water to the greater part of the city, and in other works of the Water Bureau, nearly \$1,000,000 is being spent. The piers of the Walnut-street Bridge are now under contract, and Director Wagner will ask for \$400,000 for the super-structure next year. This will leave only the approaches to be erected in 1891. The abolition of Gunner's Run has been begun at an expenditure this year of \$200,000, and will be continued with yearly appropriations of \$100,000 or more until the nuisance shall be gotten rid of forever. Work on other sewers, main and branch, is being pushed at a cost of several hundred thousand dollars. Other works of improvement, such as the new county prison, new school-houses, the opening of new streets, and many others are being prosecuted at an expense that will make the total very large. As a result of all this labor, the close of the year 1889 will find the city in much better shape than did the beginning.

Hitherto Philadelphia has been regarded as the first city in the country in point of territorial area, and as second in respect of population. Chicago has recently annexed several extensive suburban towns, and the area of its municipality is now much in excess of that of Philadelphia, which heretofore has been the largest in the country. In view of the approaching census, the prophets have been considerably exercised in asserting and denying that Philadelphia will have to give second place also to Chicago in the matter of population. In the absence of an actual count, these figures may be interesting: The total vote polled in Chicago in 1888 was 123,475, and in Philadelphia 205,747. The ratio of voters to the population in 1880 was in Chicago 6.06 and 4.92 in Philadelphia. This would give in Chicago, before the annexation of a large part of Illinois, a population of 748,258 in 1888, and, with the estimated 200,000 added by the taking in of suburban towns, gives Chicago in round numbers 1,000,000, while, even at the very low ratio given above, Philadelphia has in round numbers 1,200,000.

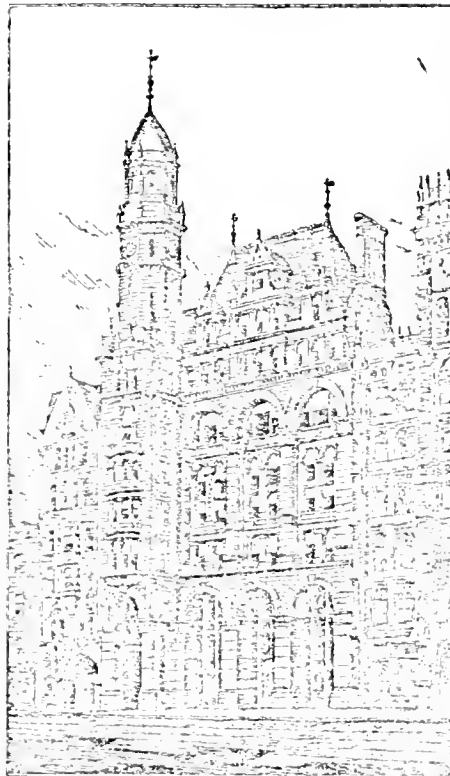
Whatever the census may show positively, there is no denying the fact that in all the features which distinguish a great metropolis, as connected with religion, morality, charity, benevolence, industry, trade, art, science, literature, education, Philadelphia is behind no city of its size in the world, while by its broad territorial size, peculiarities of building, cheap and good markets, with abundance of air, light, and water it exceeds in comfort within the reach of the poorest classes any other city in the world, and is justly entitled to its appellation of the "City of Homes" as well as to that of the "City of Brotherly Love."

ILLUSTRATED PHILADELPHIA.

THE pages that follow contain many of the representative houses of Philadelphia, and in connection with the illustrated portion of the work will be found profitable and interesting.

THE PENN MUTUAL LIFE.—Its New Office Building, Progress, Etc.—The following description from the plans of the Penn Mutual Life Insurance Company's new building is taken from the Philadelphia Ledger: The plans for the new structure of the Penn Mutual Life Insurance Company, at Nos. 921, 923 and 925 Chestnut Street, prepared by Theophilus P. Chandler, Jr., architect, give promise of a building that will not only be remarkably well adapted to commercial, corporation, and professional uses, but will also, from its handsome and substantial exterior, be an attractive feature of Chestnut Street architecture. The building will have a frontage of 77.4½ feet, and a depth of 216 feet to Chest Street. The front will be eight stories in height, and be used for office purposes. The rear portion, on Chest and Kelly Streets, which will be occupied exclusively by the Penn Mutual Life, will be four stories in height only, and will be constructed of brick, with brown stone trimmings. The general style of the front will be classical. The material used in the façade will be white marble, rock faced and tumbled. The front will be broken at the western entrance, over which will rise an imposing tower, projecting 10½ feet from the rest of the building, the line of which is the same as that of the Record building to the east. The line of the tower entrance is a continuation of that of the City Trust building to the west. The recessed portion of the front will rise in three square piers 32 feet high and 5½ feet wide. The piers will be spanned by arches, and the spaces will be filled with heavy plate glass, supported by very light iron bars. Doorways through the arches will give entrance to an apartment 35 feet high, 55 feet wide and 100 deep, admirably adapted either for one, or, by the use of a partition, for two stores. The upper floors will be divided for offices, there being two sets of six offices each, divided by a light well on each floor. A marble gable will rise 32 feet over the recessed portion of the front, and graceful ornamentation will relieve the otherwise classic outline of the façade. The tower, as already stated, will project from the rest of the building 10½ feet, to bring its face on a line with that of the City Trust building, and is 19½ feet wide. It will rise on two massive

marble columns, of five feet in diameter and 32 feet in height. The columns will be spanned by an archway, in the shadow of which, resting on a highly ornamental lintel, will stand a statue of William Penn. Carvings, touches in window sills, conceits in balustrades and other indications of an artist's skill will lend grace to the dignity of the tower, which will be surmounted by a gilded dome. The tower entrance will lead into a marble wainscotted corridor, 15 feet wide, and an iron stairway and two fast elevators will carry the visitors to any of the upper floors. The corridor will run to the quarters of the Penn Mutual Life in the rear, the main office of which, on the first floor, will be 60x75 feet and 25 high. The kitchen will be on the fourth floor, and the offices of the directors and others will be on the second and third, as will also be the dining-room. The cost of the building is estimated at between \$400,000 and \$500,000, and the contractors, J. E. & A. L. Pennock, are to have the structure completed by September 30, 1890. The following figures show the progress of the institution, rendering a new office building necessary:



Total income, 1889, \$1,439,772; 1881, \$1,502,523; 1882, \$1,811,978; 1883, \$1,969,368; 1884, \$2,140,272; 1885, \$2,307,205; 1886, \$2,756,434; 1887, \$3,069,764; 1888, \$3,350,755. Insurance in force, 1880, \$31,608,374; 1881, \$31,937,144; 1882, \$38,191,522; 1883, \$41,621,073; 1884, \$43,979,860; 1885, \$47,680,223; 1886, \$5,201,873; 1887, \$61,018,505; 1888, \$8,572,882. Its board of trustees comprises a list of citizens long and favorably known for their personal rectitude, their success in business, and their excellent reputation in financial quarters. Its officers are E. M. Needles, president; H. S. Stephens, vice-president; H. C. Brown, secretary, and J. J. Parker, actuary. Board of trustees: William H. Kern, James O. Fease, Thomas W. Davis, Joseph M. P. Price, Charles Watson, Elwood Johnson, William C. Houston, Joseph B. Hodgson, Howard Hinckson, William H. Bayne, Atwood Smith, John H. Watt, N. Parker Shortridge, Richard S. Brock, Benjamin Allen, John Scott, Charles J. Field, Robert Douman, William M. Runk, R. Allison Miller, Henry S. Eckert, Noah A. Plympton, Benj. S. Bently, Frank Markoe, Harry L. West, Lincoln K. Passmore, and Geo. K. Johnson, Jr.

G. W. RUSSELL, American Watch Salesroom, Importer of Fine French and English Clocks, etc., No. 22 North Sixth Street.—The city of Philadelphia is one of the principal centres of the United States for the trade in diamonds and jewelry, and it is here that the public generally find everything in these lines, both watches, precious stones and jewelry in the newest styles and of the most reliable quality. Prominent among the representative and influential houses, actively engaged in this important trade, is that of Mr. G. W. Russell, No. 22 North Sixth Street, importer of fine French and English clocks, and dealer in diamonds, jewelry and silverware. This business, which is the oldest of its kind in Philadelphia, was established in 1828 by Mr. George Russell, the father of the present proprietor. In 1861 Mr. G. W. Russell succeeded to the management. Mr. Russell has had great experience in all branches of the jewelry trade, and is a well known importer of diamonds and other precious stones, buying the loose stones and setting them here in the best manner, and after the most approved fashion and original designs. The premises occupied comprise a superior three-story and basement building 20x50 feet in area. The various departments are elegantly fitted up with every appliance and convenience for the accommodation and display of the extensive and valuable stock and the comfort of customers. The first floor is utilized for diamond goods, precious stones, jewelry of all kinds, American and foreign watches, silver and silver plated ware, etc. The second for lamps, novelties, bronze goods, clocks, etc. The third floor is the repairing and manufacturing department, where special attention is given by highly skilled workmen to all orders. In precious stones Mr. Russell has achieved merited distinction, and shows a magnificent stock of diamonds, rubies, emeralds, sapphires, pearls, opals, etc., and possesses many matched stones of rare beauty, which cannot be readily duplicated elsewhere. Very moderate prices prevail in this establishment, while polite and efficient assistants serve customers intelligently and promptly. All goods are selected with great care, the first considerations being quality, excellence of workmanship and beauty of design. Mr. Russell is a native of Philadelphia, where he has made hosts of friends in consequence of his ability and integrity, justly meriting the abundant success that has attended his well directed efforts in the jewelry trade. Of one thing he justly boasts, nothing but first class and genuine articles are kept at his establishment, as he deals in no imitation jewelry of any description, consequently his patrons are absolutely sure of at all times getting superior and reliable articles.

T. A. ROGERS & SON, Planters and Wholesale Dealers in Fresh and Salt Oysters, Nos. 324 and 326 South Delaware Avenue.—Representative in the wholesale oyster trade is the widely and favorably known house of Messrs. T. A. Rogers & Son of Nos. 324 and 326 South Delaware Avenue. The public of this city and surrounding country are great consumers of oysters and other shell fish, but their tastes are refined and their requirements exacting and only the choicest growths find an extended market here. Realizing this fact Messrs. Rogers & Son, have ever devoted their attention solely to the best grades of oysters, both fresh and salt. This extensive business was founded in 1860 by Mr. T. A. Rogers, a merchant of marked energy and enterprise, who admitted his son, Mr. Maurice A. Rogers, to partnership in 1885. Mr. Maurice A. Rogers although a young man has had a practical experience of over sixteen years, before becoming a member of the firm having been brought up in it from boyhood. Extending their connections, developing their facilities and giving their personal attention to all orders the house has kept steadily enlarging its business till it now extends to every portion of New York State, New Jersey and Pennsylvania. The firm supply oysters in bulk and at wholesale and also upon commission. Their Philadelphia trade is of the greatest magnitude, including leading dealers and large consumers such as the first class oyster houses, hotels and restaurants. They are owners of thirteen oyster boats and have a large packing house at Maurice River Cove, where the firm are extensive planters of these bivalves and where from seventy-five to one hundred hands are constantly employed. No house in Philadelphia is better prepared to fill the largest orders at the shortest notice with the freshest, finest and choicest oysters than this reliable old concern whose reputation for the uniform superiority and excellence of its product is unrival-

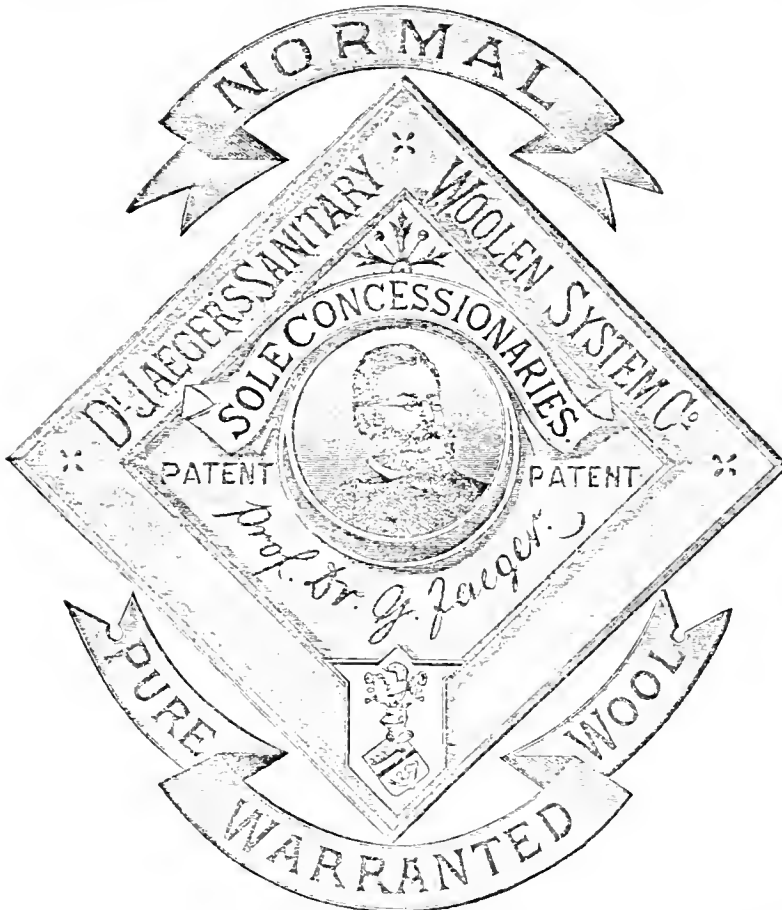
led by any similar first class house in the trade. Mr. T. A. Rogers is a native of New York State and has resided in Philadelphia for over thirty-six years, and Mr. Maurice A. Rogers, is a native of this city, both residing in Camden, N. J. The firm ever maintains an enviable reputation for dealing in the best qualities of stock, solid measure and the lowest market rates, and their unflinching enterprise and honorable dealing have secured to Philadelphia a highly beneficial branch of wholesale trade, and they are worthy the substantial trade that has attended their efforts.

CONRAD B. DAY & CO., Saddlery Hardware and Carriage Materials, No. 38 North Third Street.—The trade in saddlery hardware and carriage materials of all kinds, has its oldest and one of its most reliable and leading exponents in the celebrated house of Messrs. Conrad B. Day & Co. The business was founded in 1845 by Mr. W. P. Wilstach, who was succeeded in 1855 by Messrs. W. P. Wilstach & Co., and in 1867 by Messrs. Scott & Day. It was in 1877 that Mr. Day succeeded to the sole control of the business under the existing name and style. Since the inception of the business to the present the house has always had its headquarters on Third Street, and where it early became justly celebrated for the superior character of all goods handled. Mr. Day brings to the business special qualifications, including vast practical experience, perfected facilities and influential connections. Their warehouse and salesrooms occupy a five-story building 25x165 feet in size with basement, and is finely fitted up and arranged, and affording a complete and comprehensive display of all fine goods in this line. An immense and A 1 stock is constantly carried, comprising a general line of all articles, which are used in the building of carriages, including axles, springs, bolts, washers, patent leather, cloth, rubber and enameled drills, and every thing comprehended under the head of carriage materials. They have relations abroad which enable them to import the finest lines of saddlery hardware, besides with home manufacturers which is adapted to the special wants of the best classes of American trade, and constantly keep in stock everything in the shape of saddlery hardware and all kinds of metal goods used in the manufacture of either carriages or harness. They also keep a general line of horse clothing and lap robes of every description, besides combs, brushes and all the requisites of a horse. This is one of the largest houses of the kind in Pennsylvania, and their trade reaches to every part of the United States, six travelers representing the house upon the road. The firm's name has become a veritable trade mark for all goods leaving the establishment, and secures to Philadelphia a most valuable factor of mercantile activity. Mr. Day is a native of this city, and has long been identified with the city's leading business circles, and is highly esteemed as one of her able and honorable business men.

W. M. LAYCOCK, Real Estate and Insurance, No. 914 Walnut Street.—Among the multiplied interests of Philadelphia, none surpass those of real estate. The business is ably conducted by men of enterprise, integrity and ability and operations on a large scale are continually going on. Among those prominently identified with the business is Mr. Wm. Laycock, who has had considerable experience in the purchase, sale and exchange of property, and is probably the youngest representative of the fraternity of real estate and insurance agents. He is a native Philadelphian, eighteen years of age, and brings to bear upon the business a comprehensive knowledge of all the details pertaining to it. He has been located at No. 914 Walnut Street the past year, and is rapidly building up a good substantial connection with capitalists and property owners. His particular attention is devoted to all branches of the real estate business and also negotiating loans on mortgages and renting houses and lands and collecting rents and buying and selling and exchanging property on order. Mr. Laycock is especially interested in property in the twenty-seventh ward and has to offer some very desirable building lots in splendid locations at fair reasonable prices on easy methods of time payments. This section of the city is rapidly growing and investments made now will prove very valuable in a few years. In his business transactions he is very prompt, correct and reliable, and the most implicit confidence can be placed in him. He also effects insurance in any of the old stand, strong companies at the lowest rates of premiums.

DR. JAEGER'S SANITARY WOOLEN SYSTEM COMPANY, Nos. 1194 and 1196 Chestnut Street, Scribner & Sulzer, Proprietors.—This is a branch establishment founded in October, 1887, of the famous Dr. Jaeger's Sanitary Woolen System Company, whose headquarters are situated at Nos. 827-829, Broadway, New York. The Philadelphia store, which is under the able and energetic management of Messrs. Scribner & Sulzer, is located at No. 1194 and 1196 Chestnut Street. Dr. Jaeger's sanitary woolen system, includes all articles worn by men, women and children and quite appropriately introduces to the American public many articles, new and foreign to our use, but entirely essential to perfect comfort and health. Dr. Jaeger's sanitary woolen clothing has had marked success in Germany and England, and other foreign countries (where leading members of the medical profession have testified to its value), and its introduction into

Dr. Jaeger system, do not consist of medicated fabrics, but that their sanitary efficacy is due to properties inherent in the very fibre of the material, and to special modes of construction, and are therefore, as durable as the fabric itself. Their trade marks is the sole guarantee of manufacture under Dr. Jaeger's authority. In appearance and feeling Dr. Jaeger's fabrics are very similar to spun silk, and it may be justly declared that no garments hitherto made are so agreeable and comfortable to the wearer. They are perfectly soft, made of the finest wool in the world, and will not irritate the most delicate skin, while at the same time the folds adapt themselves to the body in a graceful manner. Dr. Jaeger's clothing may be worn through the heat of summer with the greatest comfort, and in colder weather they maintain as much warmth, as the ordinary heavier flannel garments. All kinds of shirts, night dresses, chemises, drawers, combination garments of shirts or chemises for both sexes are manufactured from Dr. Jaeger's unrivalled stockinet. This splendid stockinet material is also for sale by the yard. In the bedding department are found the following articles: viz., camel's hair pillows, blankets, comfortables, sleeping sacks, mattresses, pillow cases and sheets. The camel's hair pillows are filled with pure camel's hair, and are covered with a thick, soft woven material of the same. The sheets and pillowcases are made of the finest durable white cashmere and will not shrink in washing. The blankets and bed coverings are made of the finest quality of undyed natural brown camel's hair or Australian sheep's wool. Dr. Jaeger states: "The advantage of the natural brown coverlets consists in their freedom from all artificial dye; this I personally guarantee. They therefore attract less dirt and evil odors, and secure a more undisturbed sleep. The blankets and pillows of camel-hair wool retain the peculiar odor which proceeds from the camel, and which is an excellent remedy (long known in the East) for soothing the nerves; consequently the sleep which these articles induce is still more quiet and refreshing than in the case of the coverlets of sheep's wool. Camel hair wool blankets are especially to be recommended to nervous persons and sufferers from sleeplessness." These blankets and lap robes may therefore be considered indispensable to all who adopt the sanitary woolen system of Dr. G. Jaeger, and they will be found of the greatest use to travelers (protecting against damp and unclean beds) and sportsmen, as well as for driving and for carriage rugs. Tourists are particularly recommended to use Dr. Jaeger's sanitary boots and shoes, as on long walking excursions, the feet remain longer fresh and capable of exertion. Dr. Jaeger's miscellaneous articles comprise among



this country, where the climate is so liable to sudden and extreme changes of temperature, may well be hailed as a public benefaction. The system needs only to be tried to ensure its hearty and general adoption. All articles are manufactured of the finest and purest sheep's or camel-hair wool, without any admixture of linen or cotton, or trace of noxious dyes. The great prevalence of the practice of adulterating woolen fabrics with cotton, and the free use of injurious dyes, make this a most important consideration. To healthy persons the timely adoption of Dr. Jaeger's sanitary woolen clothing will prove an excellent defence against bodily disorders from climatic and other influences; while its use will be attended with most beneficial results to those whose constitutions are not robust, or those whose health is impaired—especially to sufferers from asthma and other pulmonary complaints, affections of the chest, gout, rheumatism, disorders of the digestive organs, etc. The sanitary woolen system acts on such diseases by assisting the efforts of the skin to expel the morbid humors. It may be well to declare explicitly that the sanitary clothing and bedding of the

others, socks and stockings, ladies' corsets and corset covers, ladies' petticoats, ladies' dressing robes, camel's hair slawls, men's smoking jackets, knitted garments, lawn tennis shirts, children's stockinet night dresses, white woolen handkerchiefs, white woolen collars, natural brown laces, tyrolese belts for corpulent persons, suspenders, belt bandages for stomach disorders, pure camel's hair wadding, cyclists' stockings, ladies' dress goods, and camel hair suiting, gentlemen's suitings, trowsing, overcoating, etc. All goods manufactured by the Dr. Jaeger's Sanitary Woolen System Co. are made with the greatest care, and are absolutely unrivalled for quality, finish, reliability and uniform excellence, while the price quoted in all cases are extremely just and moderate. Persons who have once had the satisfaction of wearing Dr. Jaeger's sanitary specialties, will in the future have no others. Careful attention is given by the firm to orders by mail, and correspondents can always rely upon being as well served through their mail order department, as they would be, if they personally made their own selections at the store.

C. E. WARNER & CO., Wholesale Commission Merchants in Fish, Lobsters, Terrapin, Game, Etc., Nos. 22, 23, 32, 33, 35, 36, 45 and 49 Dock Street Wharf.—The mention of the name of C. E. Warner & Co., the wholesale commission merchants in fish, carries with it a prestige and confidence enjoyed in a greater degree by none in the city, and is proof positive that the liberal and just policy exercised in the management of the business carried on by the firm is such as to give the co-partners Mr. C. E. Warner and Mr. P. F. Jann a wide popularity alike with consignors and dealers. The business which was originally established in 1867 by Mr. Warner and who was joined by Mr. Jann in 1881 has always been successful and prosperous and is steadily growing and expanding. The premises occupied on Dock Street Wharf are very spacious and commodious and are numbered from 22 to 49 and in every particular are thoroughly and well equipped and fitted up with every convenience for supplying the large trade and receiving consignments which come in daily and consists of fish of all kinds when in season from the ocean, lakes, river and bays and also lobsters and diamond back and other terrapin and game from the Chesapeake and other sections. Competent assistants are employed, and orders are filled and promptly delivered without delay. The reputation of the firm is of the highest character and as everything handled and dealt in is of the best quality and prices satisfactory, business is lively and brisk and flourishing. Mr. Warner who is a native of Massachusetts, a resident of Camden, N. J., is well and favorably known in business and financial circles in this city. Mr. Jann is a young man and a Philadelphian by birth and is also well known in the trade having an experience of over twenty years in this line. The firm is one of the most staunch and reliable in the city in the fish business and is highly endorsed and recommended by all having dealings with it.

RIGGS & CO., Business and Financial Brokers, No. 703 Walnut Street.—There are at all times people seeking to invest capital in such a manner as to insure to them the utmost element of safety combined with a reasonable rate of income. The field for daring and hazardous ventures always exhibits a restless throng making haste to be rich; while the field of legitimate investment is a less crowded one but, beyond any question, one in which more satisfying harvests are seasonably secured. The conservative investor, buying neither an option nor a chance, but legitimately placing his money where all human probabilities and safeguards are on his side, is possibly a less prominent, but certainly a more profitable, member financially of the great body politic. Among those gentlemen in Philadelphia who make the wants of the conservative investor their constant study, and whose reputation for affording accurate information and for possessing that intelligence and thorough integrity which conduce to success, the name of J. E. Riggs stands second to none. This gentleman, doing business at No. 703 Walnut Street, as Riggs & Co., has been prominent in financial circles since 1872. The title of his occupation, business and financial broker, is one easily assumed, but to attain the eminence which entitles one to meritoriously possess it, and that to a degree that shall be attested by satisfaction given to long-standing customers, means years of patient application and conscientious care. Mr. Riggs makes a specialty of the purchase and sale of legitimate business of all kinds, the negotiation of partnerships, the procurement of special capital, the sale of stocks and bonds of first-class manufacturing and mineral corporations, and he also acts as trustee and transfer agent. He is prepared to transact business in all parts of the United States and Canada, and enjoys a liberal and substantial patronage both at home and in distant sections of the country. No more careful, well-posted and reliable broker can be found than Mr. Riggs. If safety and not hazard, prudence and not recklessness, fair income and not greedy gain, legitimate properties and not wild-cat schemes are desired by an investor, let them consult Riggs & Co. Mr. Riggs is in the prime of life, and known and honored in commercial and financial circles for his business ability and sterling worth.

WHITEFIELD MILLS, of Newburyport, Mass. Represented by George M. Fleming, No. 35 Strawberry Street.—The determination of the American people to vie with the older countries in arts, science and manufactures, and all the

operations of trade, is now recognized as a national characteristic. In any specialty to which investigation is addressed, the truth of this statement will be found to be fully borne out by the perseverance and courage of her manufacturers. This is illustrated by our products in cotton yarns, as shown by a visit to the headquarters in this line conducted by Mr. George M. Fleming, at No. 35 Strawberry Street, in this city. This gentleman is a well-known manufacturers' agent and general dealer in yarns, with an experience of twenty years in the business, and established his present enterprise here in 1874. He occupies a fine three-story building, 25x100 feet in dimensions, and, with his widespread and influential connections with the best manufacturing sources, coupled with his foundation understanding of all the wants and requirements of the trade, he is prepared to conduct all operations under the most favorable auspices, and to grant his patrons every advantage known to the trade. Mr. Fleming is especially prominent and popular in trade circles as the representative of the Whitefield Mills, manufacturers of cotton yarns, at Newburyport, Mass. These mills make a specialty of soft-twisted, high grade hosiery yarns, in numbers from 4's to 20's, in 8-inch caps, skeins or on cones; also warp yarn on beams, spools or in long or short skeins, of worsted and yarns, and handles cotton and woolen yarns in general for manufacturing purposes, in which he supplies an extensive and influential demand throughout the entire United States. Mr. Fleming is a native of this city, of excellent status in business and social circles, and his large and growing trade, in connection with the recognized superiority of the goods he handles, forms the best possible guarantee of his continued success and permanent prosperity.

THE LIVERPOOL AND LONDON AND GLOBE INSURANCE COMPANY, Atwood Smith, Agent, Nos. 331-337 Walnut Street.—One of the largest, wealthiest and most popular fire insurance companies in the world is the Liverpool and London and Globe, of Liverpool, England. The agent of this great corporation in Philadelphia and vicinity is Mr. Atwood Smith, who succeeded his father, Richard S. Smith, and has been agent of the company since 1861. He occupies spacious and elegant office quarters on the ground floor of the company's own building, erected in 1885 at Nos. 331 to 337 Walnut Street. This company was established in 1856, as the Liverpool Insurance Company. By the marked success experienced in London, it was deemed desirable in 1848 to change the title of the company, and it accordingly became the Liverpool and London Insurance Company, and, on the acquisition of the business of the Globe Insurance Company in 1864, the title was further changed to the Liverpool and London and Globe Insurance Company. In the year 1848 an agency was established in New York, and a year later in Philadelphia. Step by step the business of the company has extended to every state in the Union. The wise and prudent policy of the management has been continually demonstrated, and in no way so forcibly as in its accumulation of capital in the form of a reserve fund. From surplus income, reserves were early created, not only affording protection against ordinary loss, but also from those extensive and destructive conflagrations which occur from time to time. The year 1871 accordingly found this company thoroughly prepared to meet its engagements. By the disastrous fire at Chicago in that year, the Liverpool and London and Globe suffered a loss of \$2,229,000, and by the Boston fire the following year it satisfied claims to the extent of \$1,427,200. Its entire history has been marked by a course of conservative enterprise and honorable management that has not only brought it an immense business, but has made for it a name that inspires confidence in its patrons and the general public. In short, as an illustration of the higher grade of fire insurance, the Liverpool and London and Globe stands without a peer. The assets of the United States branch of the company on January 1st, 1889, were \$5,563,811.91; its surplus was \$3,000,527.28; net fire premiums in 1888, \$2,928,010. The amount paid in satisfaction of fire losses in the United States in the course of forty-one years is \$44,246,329.16. Mr. Smith, the agent in this city, is a native Philadelphian, and still in the active prime of life, and, it is almost needless to say, he is doing a flourishing business for this giant corporation, as its policies are much sought for by our largest property-holders and prominent business men.

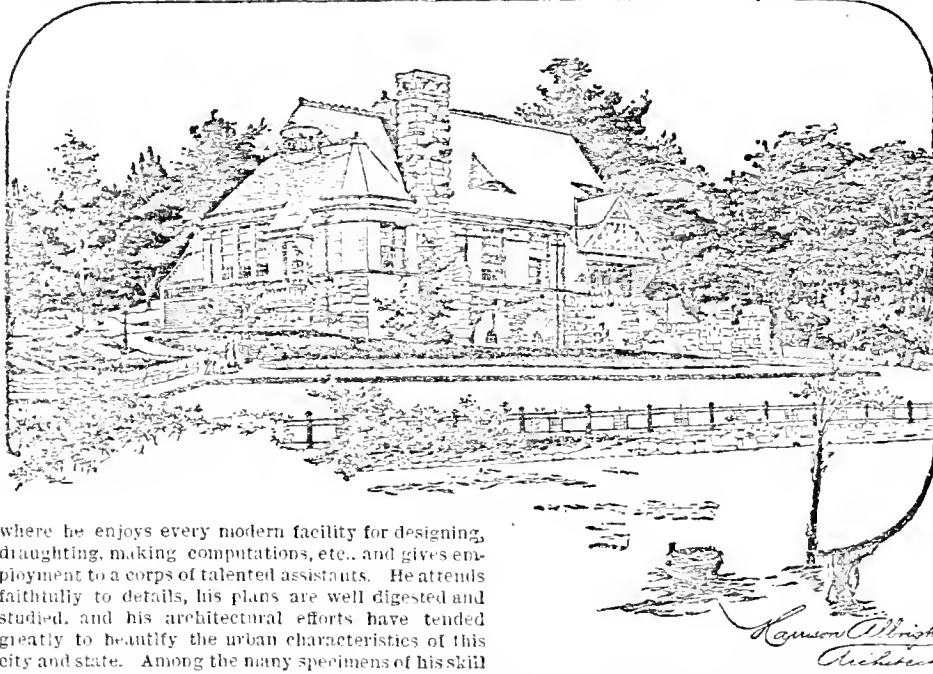
THOMAS POTTER, SONS & CO., Manufacturers of Oil Cloth, No. 522 Arch Street; New York Establishment, No. 35 Thomas Street.—The leading manufacturers of floor, table and carriage oil cloths in the United States are Messrs. Thos. Potter, Sons & Co., of No. 522 Arch Street, and who are directly represented in every large city of the Union. The industry is one of the oldest established and most important in the city, having been founded in 1817 by Mr. Isaac MacCaulley and in 1837 Mr. Thomas Potter. They early achieved the most enviable of reputations for their product as being the best on the market and it has ever since sustained this flattering and well deserved distinction. In 1870, the present firm name was adopted; Mr. Thomas Potter, Jr., Mr. William Potter, Mr. Henry A. Potter, Mr. Charles A. Potter and Mr. James F. Hope forming the co-partnership. The decease of Mr. Thomas Potter occurred in 1878 after a long, honorable and useful career. The firm brings to bear every possible qualification for the successful prosecution of its branch of industry, including vast practical experience, perfected facilities and influential connections. Their manufactory is located on Second Street and Erie Avenue, and is an immense and substantial structure, equipped in the most elaborate manner with improved machinery and appliances, affording employment to upwards of 150 skilled hands. The most thorough system of organization is enforced, and the works are the model of their kind, in every respect a thorough embodiment of the best methods and most improved processes. Quality has ever been the first consideration with this honorable old house. It uses only the best of raw materials, and employs the highest talent in the designing of the beautiful and artistic patterns and shades for which its product is so justly celebrated. The firm's office and warehouse are centrally located at No. 522 Arch Street, a five-story building, 31.6x200 feet in dimensions, and handsomely equipped throughout with the latest improvements. Here is carried the largest and most comprehensive stock of oil cloths for floor, table and carriage coverings in the United States, and from which the leading jobbers and dealers of this city and the middle states obtain their supplies. Both as to prices and quality, the firm offer substantial inducements which cannot be duplicated elsewhere. With characteristic enterprise the firm has extended its branches to every great centre of trade in the United States. The New York warehouse is located at No. 35 Thomas Street. Mr. H. A. Potter represents the concern in New York, and resides at Orange, N. J. The firm are represented in Chicago by Mr. C. W. Hall; by Mr. Wm. J. Hull, in Baltimore, at No. 5 Hanover Street; by Messrs. R. McKay Jones & Co., in St. Louis, at No. 618 Locust Street; by Mr. F. A. Howe, in Boston, at No. 56 Bedford Street; by Messrs. Pollock & Co., in Cincinnati, at No. 322 Main Street; by Messrs. H. B. Edwards & Co., in New Orleans, at No. 17 Decatur Street; by Messrs. Knanth & Co., in the cities of Hamburg, Berlin and Leipzig, Germany; by Mr. H. S. Chipman in the Australian Colonies, and likewise directly in China, and in fact in every civilized section of the world. The Messrs. Potter are all natives of Philadelphia and none of her sons have rendered more material service to the advancement of her commerce and industries. They are popular and public spirited citizens. Mr. Thomas Potter, (2nd), is prominent in public life, and is the assistant quartermaster general of Pennsylvania, on the staff of Governor Beaver and has the regimental rank of lieutenant colonel. Mr. Henry A. Potter is very widely and favorably known in New Jersey republican circles, and faithfully served as a member of the legislature of that state. He was one of the official electoral delegates chosen on behalf of President Harrison and Vice President Morton, and is one of New Jersey's leading representative men. The co-partners are men of large means interested in various corporations, and Mr. William Potter is a director of the City National Bank of which Mr. Thomas Potter was president up to the time of his decease and under whose able, conservative guidance the bank was uniformly prosperous. Mr. Wm. Potter is an ex-director of the Investment Company of Philadelphia, formerly a member of the executive committee of one hundred, and acting trustee of the Thomas Potter estate. Mr. Chas. A. Potter, though young in years, is reported to be one of the most skilled manufacturers of this city. Mr. Hope is a native of Scotland, resident in Philadelphia for forty years past, and a worthy and able business man, universally respected, and a recognized authority on all details of oil cloth manufacture. The firm is the leading representative in its line in America, and a

sterling exponent of those principles and methods, which alone form the basis for enduring prosperity and usefulness.

R. T. LORE & SON, Planters and Wholesale Dealers in Fresh and Salt Oysters, Office Nos. 9 and 11, Pier 17, South Delaware Avenue.—An old established and representative house engaged in the planting, shipping and wholesale trade in fresh and salt oysters is that of the widely known house of Messrs. R. T. Lore & Son, whose offices are eligibly located at Nos. 9 and 11, Pier 17, South Delaware Avenue. This business was established in 1867 by Mr. R. T. Lore under whose successful and honorable management the house early gained an enviable reputation for the excellence of its product, which attracted a large patronage from every portion of the country till now it is at once large, permanent and prosperous and reaches to every portion of the United States. In 1874 Mr. Lore admitted his son Mr. Wm. Lore, to partnership, who combined his fine business talents to those of his father, who, aided with ripe experience in forming a firm of commanding strength in the oyster trade of Philadelphia as planters and wholesale dealers in these popular and healthful bivalves. The firm aim to produce the finest-flavored and choicest stock on the market by selecting their seed with judgment and care from superior oysters only, the firm being expert judges of shell-fish in their different grades of excellence. They have five large plants at Maurice River Cove, their facilities for handling, shipping and packing of oysters being unexcelled, eight boats being used, and from thirty to thirty-five hands are constantly employed. The producer of this house is recognized as the standard goods on the market, and are in demand by dealers everywhere as being the most salable of any handled, always being reliable for freshness and uniform quality. An immense wholesale trade is ministered to and all orders from any part of the country receive prompt and careful attention, the prices at all times being safe from successful competition. Mr. Lore and his son are both natives of Camden, N. J., where they still reside. In all their transactions Messrs. Lore & Son will be found prompt, liberal and enterprising, always solicitous for the benefit of patrons and pleasant gentlemen with whom to deal.

R. EUBEN HARPER & CO., Manufacturers of Heaters and Ranges, Etc., No. 201 Duponceau Street, Rear of No. 818 Walnut Street.—This is undoubtedly an age of progress, and each year witnesses fresh triumphs in the field of invention. Perfection is rapidly approaching in every article of manufacture, and nowhere is this more clearly to be seen than in the production of ranges and in heaters for the warming of public buildings, private dwellings, offices, stores, etc. Mr. Reuben Harper has been a diligent and successful laborer in this field of enterprise, and by an improved mode of heating and ventilating (which he has patented,) troublesome heaters are now made to work like a charm. Messrs. Harper & Co. are manufacturers of heaters and ranges, and by the application of his improvement the cold air is drawn from the floor and carried up the smoke flue. It also furnishes the means of regulating the fire without the necessity of opening the door, thereby saving the heat, which would otherwise be driven into the gas flue. It saves trouble, saves coal and furnishes a regular heat at any desired temperature. With this system in use, anybody can easily regulate from the first floor the temperature of the entire house, there being no necessity to go into the cellar and attend to the heater as that is always kept closed. The improvement can be applied at small expense to any heater, and it is specially adapted for churches and public buildings. Mr. Harper began business on Race Street, and in 1857 removed to No. 201 Duponceau Street, rear of No. 818 Walnut Street, where he occupies a three-story building, which is fully equipped with steam power and the best mechanical appliances known to the trade. Here from eight to twelve workmen are employed in making Harper's Wrought Iron Portable Cold Case Drum Heaters, designed to take the place of brick heaters; also in making and repairing refrigerators, and in executing all kinds of sheet iron, tin, zinc and copper work. All kinds of hot air work for buildings are given prompt and practical attention, and the trade of the house extends throughout the middle states. Messrs. Harper & Co. form one of Philadelphia's most useful firms and are well known throughout the trade as upright, honorable business men.

HARRISON ALBRIGHT, Architect, No. 508 Walnut Street.—With the increase of population, refinement and wealth in the principal centres of the United States, has arisen a growing demand for the blending of the artistic and the beautiful with the utilitarian in modern architecture. The result has been extremely gratifying to the advocates of progress in this most vitally important profession. Among those who have acquired a wide reputation for his great skill and artistic conceptions as an architect in this city is Mr. Harrison Albright, who occupies spacious and eligible office quarters at No. 508 Walnut Street. Mr. Albright is a native Philadelphian, and early in life acquired a thorough practical as well as theoretical knowledge of the science of architecture. He opened his present office here in April, 1887,



where he enjoys every modern facility for designing, draughting, making computations, etc., and gives employment to a corps of talented assistants. He attends faithfully to details, his plans are well digested and studied, and his architectural efforts have tended greatly to beautify the urban characteristics of this city and state. Among the many specimens of his skill and ability as an architect which are easily pointed out may be mentioned the handsome Police, Fire and Patrol houses at Twentieth Street and Long Lane, Phila.; the residence and farm buildings of W. Frederick Snyder, Esq., at Cheltenham Hills; a series of seven houses and Melrose Hall for Mr. T. Henry Asbury, president of the Enterprise Manufacturing Co. of Pa., at Oak Lane; the residences of Prof. Francis B. Gummings, and Coleman L. Nicholson, at Haverford College; the residence of Wm. A. Brisbane, and a stable and residence for Mr. Samuel E. Landis, at Ashbourne; the residence of Samuel R. McDowell, at Elm; the residence of L. M. Mussing, at Ambler; and the residences of Chas. B. Shoemaker and Sumner G. Brosius, at Lansdowne, all in this state. Mr. Albright is constantly engaged in planning and supervising the erection of the most advanced classes of public and private buildings, and is prepared to execute all commissions not only promptly, but with that intelligent apprehension of design which has served to make his efforts so highly appreciated. Mr. Albright is recognized as a young man of marked professional attainments and great promise.

CHARLES GREAVES, Dealer in New and Second Hand Machinery, No. 109 North Front Street.—One of Philadelphia's most extensive manufacturing enterprises, and one which has achieved a much more than local reputation, is that of Mr. Charles Greaves, of No. 109 North Front Street. Mr. Greaves is a general dealer and manufacturer of woolen and cotton yarns, and his factory at Manayunk, Pa., gives constant employment to from ten to fifteen persons. The goods manufactured by the house have won a deservedly high reputation, and Mr. Greaves' trade extends throughout the middle and eastern States, and is steadily growing in volume. In addition to his business as a yarn

manufacturer, Mr. Greaves is a large dealer in new and second-hand machinery, belting, pulleys, shafting, etc. He makes a specialty of all kinds of woolen knitting machinery, cotton machinery, etc., and in this line does a large trade. Mr. Greaves established the business thirty-one years ago. In 1871 he erected the present building, three stories of which, (the second, third and fourth,) are occupied by the business. The dimensions of each floor are 20x60 feet. A very large stock is carried, Mr. Greaves' establishment being a recognized headquarters for goods of the kind. Mr. Greaves is a native of England, and has been a resident of Philadelphia thirty-six years. He is one of the city's foremost business men, and is highly esteemed in mercantile circles. The first circular frame for the manufacture of hosiery, etc., was

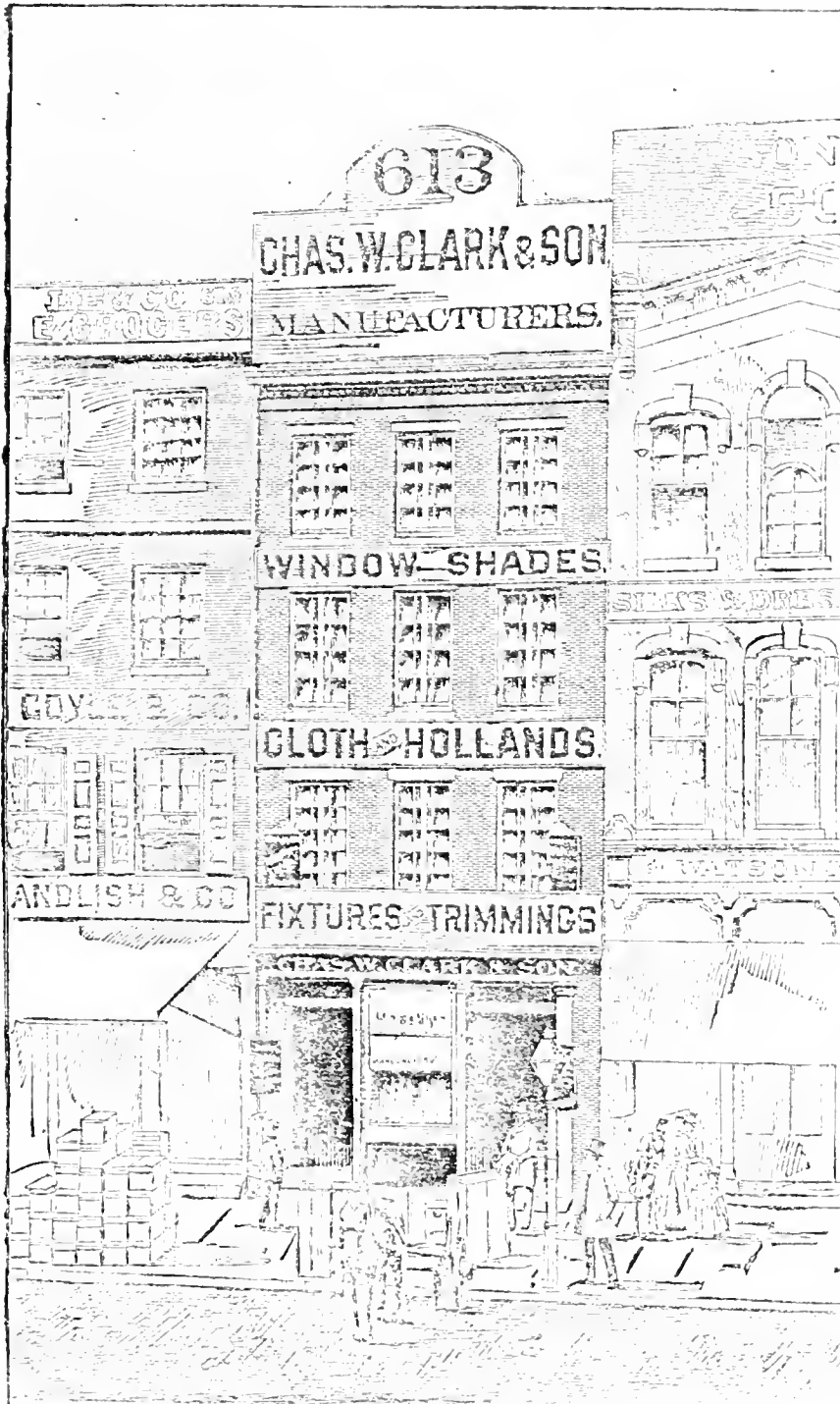
made by Mr. Chris. Leman in 1858. In 1859 Mr. Greaves built a factory in the nineteenth ward, having the first frames worked with power for the manufacture of hosiery, etc. Messrs. Arthur and William Ritson, now the most prominent men in that line, were at that period in Mr. Greaves' employ.

WHEELER & WILSON MANUFACTURING CO., Manufacturers of Sewing Machines, and Dealers in Sewing Machine Supplies, Shafting, Steam Power Attachments, Oil, Belting, Etc., E. M. Cooper, Agent, No. 1312 Chestnut Street.—Few will dispute the right of the sewing machine to be placed on a level with its powerful rivals of the nineteenth century—the steam engine and tele-

graph. The inventor of the sewing machine has added countless hours to woman's leisure for rest and refinement, and has brought many comforts within the reach of all which once were enjoyed only by the wealthy. For nearly forty years, the Wheeler & Wilson Manufacturing Company have taken an active and important part in the development of the art of sewing by machinery. It has constantly striven for the accomplishment of such improvements, based on the rotary principle, which it has always adhered to in the interlooping mechanism as would enable it permanently to maintain its position of superiority in the production of sewing machinery, not only for use in the household, but for all grades of manufacturing, whether in fabrics or leather. Those who wish a sewing machine embodying all the best results of inventive skill, and constructed to do the best of service for a lifetime, should not fail to examine this reliable company's productions. The salesrooms of this company in Philadelphia are eligibly located at No. 1312 Chestnut Street, and are under the experienced management of Mr. E. M. Cooper, who opened them ten years ago, and has the agency of the company in the states of Pennsylvania, New Jersey, Delaware, Virginia, West Virginia and Ohio. The premises occupied here comprise an entire four-story and basement building, 25x165 feet in dimensions, giving ample accommodation for supplying the most extensive demands at both wholesale and retail. This house is prepared to supply and fit out factories with everything required to operate these machines by steam power, and deals extensively in sewing machine supplies, shafting, steam power attachments, oil, belting, etc. Mr. Cooper is a native of New York, thoroughly experienced in the sewing machine trade, and a reliable, popular and worthy representative of this giant corporation and in securing his services the company have a man whom it would be hard to replace.

CHAS. W. CLARK & SON, Manufacturers of Window Shade Cloth and Window Shades, No. 613 Market Street. Another of the old established and thoroughly representative houses of Philadelphia, which strictly on the merits of their goods and

most solid concern in Pennsylvania, and stands second to none, either in New York or throughout the country at large. The business was established about 19 years ago, by Mr. Charles W. Clark. He early achieved an enviable reputation for the superiority of his



goods, and the trade continued to steadily enlarge, necessitating extended facilities. In 1883, his son, Mr. Wm. Shade Clark, was admitted into co-partnership under the name and style of Chas. W. Clark & Son. He is a popular young business man, and is master of every detail of the trade. The concern has always been located in this section of the city, and for 25 years was at Sixth and Chestnut Streets, since 1857 being in its present spacious premises No. 613 Market Street. It is four stories and basement in height, 25 by 160 feet in dimensions, and is thoroughly equipped for the business. The first floor is devoted to the firm's office and salesroom, while the rest of the building is set apart for decorating shades. A large force of skilled hands are also employed in the production of shade cloth at their factory, No. 428 North Fifth Street. This cloth is used for their beautiful and original patterns of fancy dado shades, and also sold to dealers for cutting into shades. Their "Keystone" flat finish, and the popular "B" dead finish hollands are specialties with the firm. They also make extra heavy "A" Cambrie shading, an article twice as durable as any other. These are goods that are in staple demand with the leading dealers of Philadelphia and the United States. The firm are also leaders in the trade of the country at large, in plain and fancy window shades, mounted on spring fixtures. Fringes and upholsterers' hardware are specialties with this firm, and substantial inducements are offered in prices. The firm is responsible and honorable, noted for its enterprise and energy, and for the sound judgment and ability, which ever maintains it in the van of progress in its line. The senior partner, Mr. Chas. W. Clark, has had forty-seven years experience in business. He is still active, and a very genial man, greatly respected by the entire trade, who pleasantly call him the "Father" or "Nestor," of the "window shade trade." In ordering from this house, you are certain to get *best* goods at lowest prices and prompt attention to your orders. When the salesmen of this firm calls do not fail to look at their samples.

J. PEMBERTON ELLIS, Real Estate Agent, No. 325 Walnut Street.—This business was established sixty years ago by David Ellis, the present proprietor succeeding in 1880. Mr. Ellis devotes special attention to the entire care of real estate for tenants of rents. In this line of business he has a large of estates which have been in the care of the family for over sixty years. In the matter of valuation or division and partition he is a recognized authority.

...orable policy, maintain the lead in their branch of trade is that of Charles W. Clark & Son, the nationally celebrated manufacturers of window shade materials, and fixtures of all descriptions—fringes, upholsterers' hardware. This is the oldest and

...special attention to the entire care of real estate for tenants of rents. In this line of business he has a large of estates which have been in the care of the family for over sixty years. In the matter of valuation or division and partition he is a recognized authority.

GEORGE E. BARTOL, Co., (Limited,) Importers, Exporters and General Commission Merchants, No. 139 South Front Street.—It seems within reason to believe that a house with an experience of over thirty years must have facilities and connections, and be in a position to offer inducements, unknown to firms of later date. Certainly, they have the time and opportunity to become familiar with the best sources of supply, learn the wishes and requirements of their patrons, and carry the precise class of goods necessary for their trade. Of such establishments in this city, that of George E. Bartol Co., (Limited) at No. 139 South Front Street, is an eminent representative. As importers and general commission merchants, this house has long held a foremost position in its line of trade. The business was founded in 1857, by Mr. B. H. Bartol, as a sugar merchant and refiner. At his death in 1888, his son, Mr. George E. Bartol, succeeded to the control, and the present company was incorporated, under the laws of the state of Pennsylvania, with a capital of \$100,000, and with George E. Bartol, chairman; George H. Rogers, treasurer. These gentlemen are both practical exponents of the sugar trade, and give their close personal attention to this branch of the business. The company are lessees of the Grocers' Sugar Refining Company, agents for the Enterprise Sugar Company of this city, and are extensive manufacturers of sugar, molasses and syrup, supplying jobbers and refiners in New York, Philadelphia and Boston to the full extent of their wants at short notice, and at terms and prices which few of their contemporaries in any part of the country can afford. They are also large exporters of grain to European ports, and their great resources and perfected facilities enable them to advance in the highest degree the interests of their patrons on both sides the water. The long experience of the management in Philadelphia commerce gives them peculiar advantages for this branch of trade, while the high character of the officers is a sufficient guarantee that all transactions will be honorable and straight forward. Mr. Bartol was born in this city, trained in the business from his youth up, and is a well-known member of the Commercial Exchange, and of excellent standing in financial and trade circles. Mr. Rogers is also a native Philadelphian, with this house since 1870, and deservedly popular with its host of patrons.

GEORGE EVANS & CO., Manufacturers of Military, Band and Police Uniforms, No. 132 North Fifth Street.—A department of industry which is possessed of much importance and which has been developed to a high standard of perfection is that devoted to the production of military and civic uniforms. The largest concern in this city engaged in this line, and one that has achieved marked distinction, is that of which George Evans & Co., are the head, and which has its headquarters at No. 132 North Fifth Street. The business of this house was founded in 1800 by Mr. George Evans, and it has ever since been prosecuted by him under the present firm style. Mr. Evans is practically acquainted with all the details of his vocation and being a business man of strong executive ability, he soon made his presence known in the business world, and won substantial recognition. His trade has gone on steadily increasing until now it extends to all parts of the United States and Canada, and also to South America and the West Indies. The home of the industry is comprised in three spacious floors admirably furnished, and employment is furnished some 100 to 150 hands. Mr. Evans personally directs the labors of his assistants and manufactures every variety of band, military, firemen's, police, and society uniforms, and executes a large amount of state militia and army work. Only the best materials are utilized in the manufacture and the goods turned out are unsurpassed for correct taste and fineness of finish, new and unique designs in braiding and ornamentation continually being brought out. Orders of any magnitude are always promptly met, and the best of service and satisfaction is guaranteed in every instance. Mr. Evans is very popularly known in business and social circles and he enjoys the esteem of all with whom he has business relations.

STEVENSON, BRO. & CO., Oils, Paraffine Wax and Manufacturers' Specialties, No. 132 South Second Street.—An old established and widely known Philadelphia house extensively engaged in the oil line is that of Stevenson, Bro. & Co., whose salesrooms and office are located at No. 132 South Second Street, with capacious works at corner of Wharton and

Thirty-sixth Streets, and factory also at Norristown, Penna. They are refiners of and wholesale and retail dealers in all kinds of oils; and also manufacturers of paraffine wax, lubricating compounds, petroleum products, etc., and have a large business, selling extensively to exporters. The firm are manufacturers of the justly famed Anti-Lamina, an article of exceptional merit for the purposes intended, viz., removing scales from steam boilers; also the "gold medal" lubricant and "valve" cylinder oils, which have gained an enduring hold on popular favor everywhere owing to their unequivocal excellence, while the productions of the concern are in extensive and growing demand both for home and export trade. This flourishing enterprise was started in 1860 by J. H. Stevenson and six years later the firm of Stevenson, Bro. & Co., was organized, and under this style the business has since been conducted with uninterrupted prosperity, although several changes have taken place in the personnel. In 1868 Wm. B. McMain, one of the members, was removed by death and the senior partner, H. C. Stevenson, retired in 1881, since which time James H. Stevenson has been sole proprietor. The combined capacity of the oil works averages 1,000 barrels per week, and over twenty in help are employed. The premises occupied at No. 132 South Second Street are commodious and well appointed, while a heavy stock is constantly carried on hand here, including besides oils and the preparations already mentioned, the following manufacturers' specialties, can axle and roll greases, steam packing of all kinds, leather and gum belting, crude and refined Japan wax, bees wax, spermaceti, etc., etc., and all orders for the trade are promptly and reliably filled, the business of the concern being almost entirely of a wholesale character. Mr. James H. Stevenson, who is a Philadelphian by birth, is a gentleman in the prime of life, and a man of standing in the community, well and favorably known in commercial circles and in private life.

MASTERS, DETWILER & CO., Manufacturers of Clothing, No. 436 Market Street.—No industrial interest of the city of Philadelphia is of more importance than the manufacture of clothing. Among the old established and representative houses actively engaged in this steadily growing trade, a prominent one is that of Messrs. Masters, Detwiler & Co., manufacturers of men's, youths', boys' and children's clothing, whose office and salesrooms are located at No. 436 Market Street. This business was established forty years ago by Stitz & Mellick, who were succeeded by Mellick, Masters & Co. Eventually, in 1869, the present firm of Messrs. Masters, Detwiler & Co., was organized, and assumed the management. The co-partners, Messrs. David Masters, I. L. Detwiler and W. M. B. Ball, have had great experience, and manifest excellent judgment in the selection of all cloths and settings entering their establishment, while at the same time they are always among the first to secure and make up all the new styles and textures of both domestic and foreign productions. They give close personal attention to all the details of the manufacture of their goods, and employ, outside and inside their establishment, seven hundred skilled operatives. The secret of their continued success lies in their just methods and the superiority of their clothing, which is always maintained at the highest standard, both as regards materials, cut, style, fit and workmanship, while the prices quoted are as low as those of any other contemporary first-class house in the trade. The premises occupied comprise a spacious five-story and basement building, 25x100 feet in dimensions, fully equipped with every appliance and facility for the systematic and successful conduct of this extensive business. A large stock of all grades of the firm's clothing is kept constantly on hand, and the trade of the house extends throughout all sections of Pennsylvania, New Jersey, Delaware and Maryland. Seven traveling salesmen are constantly employed, and the trade of the house is strictly wholesale. Mr. Masters is a native of Columbia county, Pa.; Mr. Detwiler of Montgomery County, Pa., and Mr. Ball of Delaware County, Pa. Mr. Ball has resided in Philadelphia for the last fifty years, while his partners, Messrs. Masters and Detwiler, have lived in the Quaker City twenty and twenty-three years respectively. They are noted in business circles for their promptness, ability and integrity, and those who enter into relations with them, can always rely upon securing advantages and inducements in goods and prices very difficult to be obtained elsewhere in Philadelphia.

AMERICAN LIFE INSURANCE COMPANY, OF PHILADELPHIA: Corner Walnut and Fourth Streets, John J. Macfarlane, President; Louis E. Pfeiffer, Vice President; George C. Wilson, Jr., Secretary and Treasurer.—The American Life Insurance Company, of Philadelphia, was incorporated in 1850 by a special act of the Legislature of Pennsylvania, and it has already returned upwards of \$12,000,000 to the insured. All policies now issued by it are non-forfeitable, and non-attachable after one year, while the company makes no deduction on account of deferred premiums, and after the first year places no restriction on travel or residence. Everything that is possible to be done has been accomplished for the advantage and conservation of the best interests of policy holders. The American Life Insurance Company is conservative in its management, economical in its expenditures, treats all claimants with liberality and equity, and furnishes a policy at the lowest possible rate that is unexceptionable in its security. The following gentlemen, who are widely known and highly esteemed in business circles for their executive ability and just methods are the officers and trustees: John J. Macfarlane, president; L. E. Pfeiffer, vice president; Henry W. Smith, actuary; George C. Wilson, Jr., secretary. Trustees: John J. Macfarlane, Louis E. Pfeiffer, Isaac Hazlehurst, Charles Carver, Alex. G. Cattell, Chas. G. Robeson, Chas. T. Evans, Geo. H. Stuart, Jr., Walter E. Rex, Chas. W. Macfarlane, Jas. S. Dungan, Geo. W. Hall, John C. McNaughton. The company's building, southeast corner Fourth and Walnut Streets, will be ready for occupancy July, 1889. It is eight stories high, having a frontage of 50 feet on Walnut and 101 feet on Fourth streets. The materials used are Wyoming Valley bluestone for the fronts, wrought and cast iron, with steps of polished Georgia red marble for the staircase, and finished in hard wood and plate glass. The building is lighted by gas and electricity of the best system, while two superior hydraulic elevators give easy access to all offices. The cost of the building, which is practically fire proof, has been upwards of \$400,000. The office accommodations compare favorably with those of any other first class office structure in Philadelphia, New York, or any other city. The following thirty-ninth annual statement for the year ending Dec. 31, 1888, shows the affairs of the American Life Insurance Company, to be in a most substantial and flourishing condition: Assets, January 1, 1889: mortgages upon real estate, \$500,950; stocks and bonds, \$184,247.58; real estate, \$311,390.11; loans on collateral amply secured, \$674,502.57; premium notes secured by policies, \$130,312.47; net deferred and uncollected premiums, \$7,033.00; agents' ledger balances, \$11,098.78; accrued interest to January 1st, \$25,934.92; cash on hand and in banks, \$178,719.15. Total assets, \$2,077,208.67. Liabilities: reserve, American experience, 4½ per cent \$1,490,729; death claims not yet due, \$14,557; funds held in trust, \$108,367.13; net premiums and interest paid in advance, etc., \$2110.82. Total liabilities, \$1,536,241.95; surplus as to policy holders, \$541,026.72. Total \$2,077,208.67. Mr. John J. Macfarlane, the president, is an authority on life insurance, and is one of our public spirited and influential citizens. He is state senator, fourth district, Philadelphia. Mr. L. E. Pfeiffer, the vice president, is president of the Bank of America. Mr. George C. Wilson, Jr., the secretary and treasurer, is an energetic, honorable business man, eminently qualified for the important trust reposed in him. The company's agents are reliable men, who will always give the fullest information of the standing and resources of the corporation, as also of the different forms of insurance it issues, while its officers and trustees will have pleasure likewise in furnishing at all times any needed information to proposing insurers.

ELLWOOD BECKER, Real Estate Broker, Conveyancer and Notary Public, Northwest Corner Fourth and Pine Streets.—One of the reliable and representative brokers in real estate and insurance in this city is Mr. Ellwood Becker, whose office is eligibly situated at the northwest corner of Fourth and Pine Streets. He has been established in the business here since 1845, and is deservedly prominent and popular as a real estate broker, conveyancer, insurance broker and notary public. His facilities and connections are alike unsurpassed, while he brings to bear that wide range of practical experience so essential to the best interests of the public at large. He is a recognized authority on present and prospective values of city and suburban property, and intending investors can fully rely upon his sound judg-

ment and judicious advice in making purchases. He always has upon his books descriptions of the most eligible properties for investment purposes. The wide range of the same as regards location, size and price affording both the capitalist with his surplus resources, and the man of moderate means in search of a home, equal opportunities for securing just what they most desire. Mr. Becker buys, sells, leases and exchanges properties of all kinds, negotiates loans on bond and mortgage, collects rents, and takes entire charge of estates. As an insurance broker, he is prepared to promptly place the largest risks in reliable companies quoting the lowest rates of premium, and guaranteeing a prompt and speedy adjustment of all losses. He enjoys a large first-class and influential patronage, which is annually increasing under enterprising and reliable management. Mr. Becker is a native Philadelphian, a director of the Real Estate Exchange, and a young man of high social and business standing, who has won success by honestly deserving it.

DANIEL SCHELLINGER & SON, Manufacturing Jewelers, Diamonds, Watches, Jewelry, Precious Stones, Etc., No. 703 Chestnut Street, (Third Floor).—The manufacturing jewelry trade of the city has able and excellent exponents in the firm of Messrs. Daniel Schellinger & Son, of No. 703 Chestnut Street. This house was founded many years ago by the senior member of the firm, who on January 1, 1889, took into partnership his son, Mr. Robert P. Schellinger. From its inception the enterprise has been accorded a very liberal and substantial patronage, and the firm have acquired an enviable reputation, chiefly due to the excellent quality of goods produced in their manufactory. There will at all times be found at this establishment a full and complete assortment of every description of fashionable jewelry in all the leading and most popular styles, fine gold and silver watches of both foreign and American manufacture, also diamonds and other precious stones tastefully and beautifully set. The stock carried by the firm is large and prices will compare favorably with those of any other jewelry establishment in the city. The manufacturing department is admirably arranged and thoroughly equipped with all the necessary machinery and appliances. A number of skilled and experienced artisans are employed, and all kinds of jewelry articles are promptly and neatly made to order for the trade, and the products for originality of design, beauty of finish and general excellence cannot be surpassed. The firm import diamonds and other precious stones from Europe, and are fully prepared with all necessary facilities to execute any kind of work in their line, not only promptly, but with that intelligent apprehension of design which makes their efforts so highly appreciated. Both members of the firm are natives of the city, and highly esteemed in business and other circles.

CORN EXCHANGE NATIONAL BANK, of Philadelphia, Corner of Chestnut and Second Streets.—Among the substantial and responsible financial corporations of Philadelphia, to which business men can always look with confidence, is the Corn Exchange National Bank, which was chartered in 1878, and eventually in 1884 was reorganized under the national banking laws. With a cash capital of \$500,000, the surplus and undivided profits on April 17, 1888, amounted to \$211,605.61, a fact which proves the soundness of its present condition, as well as the ability of its management. The bank solicits the accounts of banks, bankers, merchants, corporations, and others, and offers every facility for the safe and speedy transaction of all kinds of financial business on favorable terms. The bank deals in government and other first-class bonds, and attends carefully to collections in all accessible points. The following gentlemen are the officers and directors: J. Wesley Supple, president; H. Wilson Cathwood, vice president; J. B. Stewart, cashier. Directors: J. Wesley Supple, H. Wilson Cathwood, John H. Graham, Benjamin Gibbons, James McCandless, Solomon Smucker, Henry N. Rittenhouse, Seth L. Conly, John Hay, Richard H. Chapman, E. C. Knight, Jr., Albert E. Bagley. The president, Mr. J. Wesley Supple, is a thoroughly capable financier, as widely known for his ability, for the just manner he attends to the interests of stockholders and depositors. Mr. H. W. Cathwood, the vice president, and Mr. J. B. Stewart, the cashier, are experienced and energetic bank officers.

JOHAN WANAMAKER, General Outfitter; Emporium of Dry-goods, Clothing, Household Furnishings, Books, etc., Chestnut Street, Thirteenth Street, City Hall Square, and Market Street. That combination of mental qualifications which can rear such a magnificent emporium as that of John Wanamaker's is as rarely met with as it is of exceeding value and practical benefit to the public at large. It is fitting that in Philadelphia, the old capital of the richest, most progressive and powerful nation on the globe, should be located the largest, most ably conducted, and most extensively patronized mercantile house in the world, and which has been developed within a comparatively few years to its present proportions of enormous magnitude, by reason of the marked abilities of the great head of the concern, Hon. John Wanamaker, and who is now so ably supported in the executive guidance by Mr. Thomas B. Wanamaker, his son, and Mr. Robert C. Ogden, who had been with him since he established in business here. Hon. John Wanamaker was born on the 11th of July in 1837, in Philadelphia County. His father was of German descent, while his mother was a descendant of the Huguenot refugees expatriated from France by reason of devotion to their religious faith. Here were the junction of two of the leading strains of the nationalities of Europe, generally indicative of conservatism and tenacity combined with the sanguine temperament and keen business foresight of the French race. Mr. Wanamaker's father moved to Indiana in 1856, where he was a successful farmer, but John shortly returned to Philadelphia, and in 1857 founded a newspaper under the title of "Everybody's Journal." He soon after became a clerk in a mercantile house on Market Street, affording abundant evidence of his gifts as a business man. The opportunity to embark in business on his own account soon presented itself, and in 1861 he established the well-known house of Wanamaker & Brown, corner of Sixth and Market Streets, and whose achievements in the line of fine clothing and merchant tailoring have secured to them a national reputation. With the great experience and material success attending his operations there, he in 1869, in partnership with his brother, Mr. S. M. Wanamaker, founded the house of S. M. Wanamaker & Co., located on Chestnut Street, and which from its inception took front rank in the wholesale clothing trade. The business had received its impetus from Mr. John Wanamaker, and leaving it an assured success, he turned in 1876 with laudable ambition to the purpose of his life—the development of a vast emporium of trade—a comprehensive establishment to cover practically all the wants of the family and the household—just what the present concern on Chestnut Street is to-day. He bought out the old Pennsylvania Railroad property, so desirably located, and here erected by degrees the present mammoth and architecturally handsome building, the largest and most attractive in the line of any in the world! Mr. Wanamaker not only withdrew from S. M. Wanamaker & Co., but eventually retired his interest in the house of Wanamaker & Brown, to devote his resources and attention to the vast establishment so familiarly and appropriately known throughout the United States as "Wanamaker's." It is the most advanced type of mercantile organization in existence, where the practical master mind has developed a perfected and well-rounded plan that covers every detail and provides every facility and convenience. Such is the "Wanamaker's" of to-day, with its fifty-eight distinct departments, each a large store distinct and under its own skilled manager and staff of assistants, yet but part of one harmonious whole. The vast premises are one of the most notable features of the city. The buildings are of the most substantial character, and four lofty stories in height on three sides, while fronting for 500 feet on Thirteenth Street, and towering to a height of seven stories. The frontage on Chestnut Street is 200 feet, with a direct depth to Market Street of 500 feet, while light and air are equally distributed from the City Hall Square and Thirteenth Street sides. It is in fact a vast square harmoniously organized as an emporium of the goods and wares essential in every field of supply to meet the wants of the public, and wherein 3,000 people are employed, while five trucks and fifty-six wagons do the receiving and delivering of the trade at wholesale and retail. At the corner of Thirteenth and Market Streets, the building is surmounted by an architecturally beautiful clock tower, in which is a large elum clock, striking the quarters, halves, and hours, by far the handsomest public timepiece in town. The vast interior is elegantly decorated, fitted up and furnished in modern style, and all the modern improvements have been introduced, including steam heat supplied from a battery

of thirteen boilers in the basement, and which also supply power for the electric-lighting dynamos and motive-force for pumps, etc. There are eleven safety passenger and freight elevators, rendering every floor of direct and easy access, while pneumatic tubes carry the cash from every part of the building to the large cashier's office on the second floor. If we were asked what was the most striking feature of this vast establishment, we should say, the perfect system of organization observable. Discipline is here seen in its most appropriate form—under the beneficent rules of an employer who seeks his employees' welfare jointly with his own. The principal departments, each with appropriate subdivisions, are those devoted to dry-goods, clothing, hoots and shoes, hats and caps, gentlemen's furnishings, household furniture and furnishings, carpets, books, etc. The house is a direct importer and a direct buyer everywhere; the choicest products of the loom are here side by side with the products of the skilled artificers of all lands. Not only is the stock the largest and most comprehensive, but it is the freshest in assortment and choicest in quality of any in the United States. Mr. Wanamaker is spoken of as the best judge of character and ability in town. It is notably the fact that he has built up a staff of the most talented business men, experts in each department, whose advice can be acted on to the best advantage, and whose united forces, with the brilliant leadership of the head of the house, emphatically places this establishment far in the van of progress, and where the purchasing power of the dollar is the greatest, quality considered. Limits of space prevent any attempt at a detailed description of this truly unique concern. There is a splendid restaurant in the basement, a second Delmonico's, at moderate prices for all the delicacies of the season. There is thoughtful consideration shown for the comfort and convenience of the thousands of customers who throng here during business hours, by such facilities as a United States mailing and postage-stamp office on the first floor; also a telegraph and long-distance telephone office, ladies' reception and waiting rooms, children's play-rooms in charge of matrons, etc. An appreciated boon to literature-loving Americans is Mr. Wanamaker's book and periodical department, in which any work can be procured at a uniform discount off published prices, while his monthly journal, "Book News," is most ably edited, and full of the very latest literary announcements. A house can be furnished and its inmates be clothed complete, inside of a few hours, from Wanamaker's. The goods are always the best of the grade, from finest to medium, while the prices agreeably surprise the purchaser from New York, Chicago, or elsewhere. The certainty of always getting what you want at Wanamaker's, and at a fixed ratio of profit to cost, has built up here the mammoth mail-order business of the continent, and it is but natural that the receipts of the retail departments now aggregate over \$25,000,000 annually! One year ago Mr. John Wanamaker took into copartnership his son Mr. Thomas B. Wanamaker, a young business man of marked executive capacity, devoted to the discharge of the onerous duties devolving upon him, and universally popular and respected. Mr. Robert C. Ogden also became a partner at the same time. He is a merchant of widest experience and sound judgment, who has been identified with the house since 1876, and has proved a trusted lieutenant, indefatigable in sustaining the splendid system of organization and advanced methods here, observable. Mr. John Wanamaker not only believes that the laborer is worthy of his hire, but that fidelity, loyalty, and industry in helping him to build up this national emporium should be rewarded by a share of the profits, and his admirable system of profit sharing is now in its third year of existence. The total distribution for the past two years amounts to a grand total of \$213,786.38, in addition, of course, to the usual salaries, and which are liberal and promptly raised when any employee merits an increase, without solicitation on his or her part. At the last distribution Mr. J. Wanamaker forcibly presented the reasons therefore in the course of which he said: "This plan was intended to enlist more fully the heart and soul of our people in the business of the house, to lead to greater zeal in economy of time, faithfulness of effort, diligence, patience and educated checking, unity of purpose, and general interest in the extension of our business."

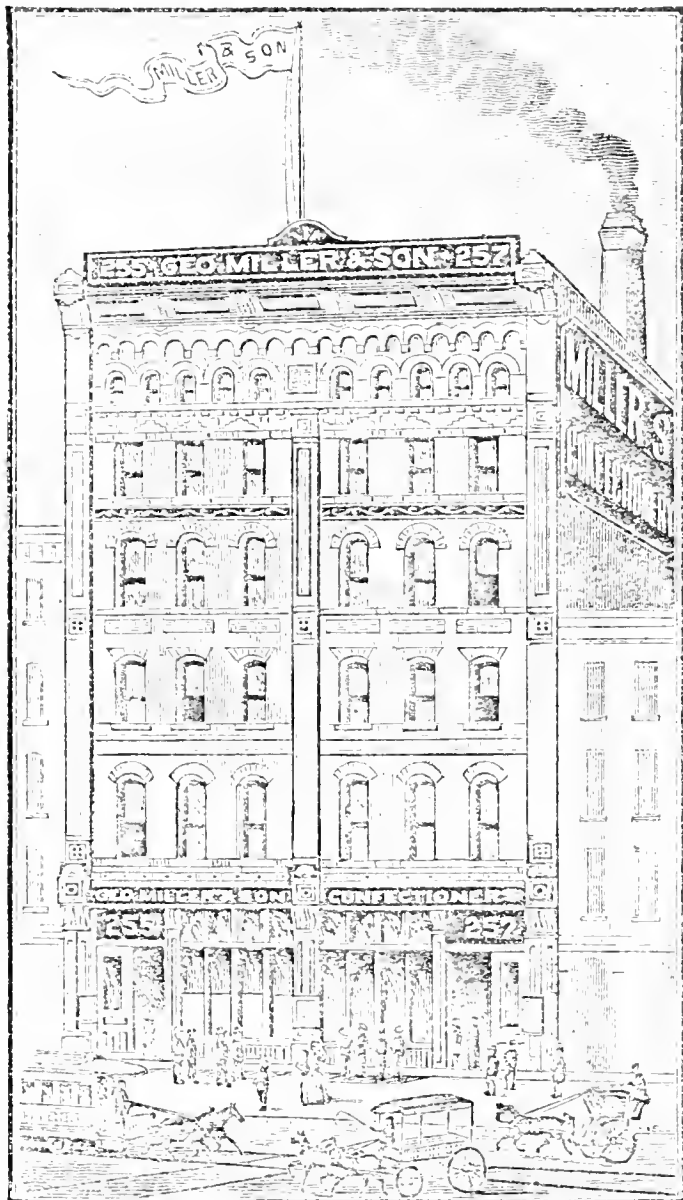
"I wish to do two things by this plan: First, to give actual proof of heart-felt interest in our people

"Second. To solidify the people into one mighty and perfect force to increase the business for the benefit of themselves and their employers."

GEO. MILLER & SON, Wholesale Confectioners, Nos. 255 and 257 South Third Street.—The largest and oldest established firm of manufacturing confectioners in Philadelphia is that of Messrs. George Miller & Son, whose product has achieved a national reputation for its delicacy, purity and superiority in every way. The business was founded away back in 1833, by Mr. George Miller. In 1861 his son, Mr. Charles B. Miller, came into co-partnership under the name and style of George Miller & Son. In 1876 Mr. George Miller retired after a long, honored and useful career, leaving his son sole proprietor of what had become one of the great industries of the city. He continued it upon an ever increasing ratio of growth until in 1887 he took into co-partner-

ship, his son, Mr. W. D. Miller, under the old name and style. He is a young business man of ability and energy and is a valued accession. The business was started in a small way on Market Street above Sixth, over fifty-six years ago, and after repeated enlargements at the old stand, was removed, in 1888, to their present magnificent establishment, Nos. 255 and 257 South Third Street,

built by the firm, which is six stories in height and 114 feet in dimensions, equipped throughout with the latest improved machinery and appliances run by steam power. Profiting by their vast experience the proprietors have introduced many improvements and conveniences, and this is unquestionably the model establishment of the kind on the continent. The firm enforce a thorough system of organization, and employ upwards of 150 hands in the various departments, engaged in the manufacture of fine candies and chocolates for the wholesale trade. They are justly celebrated for their superfine chocolate goods, and are direct importers of the choicest Caracas cocoas, and manufactured by the most improved processes. Purity and quality in all their confections has ever been their first consideration, they use only the very best quality of sugars, the finest essential oils and extracts, only authorized vegetable colorings, etc., while the system pursued insures uniform high standard of excellence and delicious character of all goods manufactured. Chocolate creams, caramels, bon bons, glacé fruits, fig paste, lozenges and all staple candies are daily manufactured by the firm, who cater to the best class of city trade in addition to selling to jobbers and dealers all over the United States and Europe. In their handsomely fitted up salesroom can be seen the finest assortment of candies and chocolate confections in the city, and which are offered at prices which offer the most substantial inducements to the trade. Mr. Charles B. Miller is a respected member of commercial circles, a worthy exponent of the most honorable methods and is member of the Importers' and Grocers' Exchange. His son, Mr. William D. Miller, is equally popular, and the house is unquestionably the most eminent representative of the confectionery manufacturing interests.



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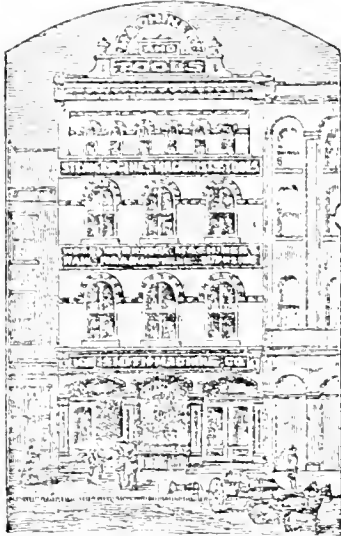
KING, HILLMAN & GILL, Finishers and Converters of Cotton Goods, Nos. 4 and 6 Strawberry Street.—No branch of trade of this great metropolis has been conducted with greater vigor and discretion, or with more substantial results, than that devoted to dry goods. The capital invested is large and the character of the firms engaged in the business unexcelled in commercial life. A prominent and popular firm in this line is that of Messrs. King, Hillman & Gill, located at Nos. 4 and 6 Strawberry Street. The business was originally established in 1858, and in 1879 the present firm succeeded to the control. They occupy spacious and commodious premises and operate branches in both Chicago and Baltimore. Both of the partners, Messrs. John D. King and Joseph C. Gill, are gentlemen of experience in the dry goods business, and possess an intimate knowledge of the wants of the American market. They make a leading specialty of handling finished cottons and are accomplished and experienced converters of cotton goods. They have intimate and influential connections with manufacturers every where and have unusually good opportunities for obtaining the most reliable goods and leading novelties in this line of trade. The firm has brought into every day practice a thoroughly efficient system of organization, which conduces greatly to the successful prosecution of their extensive business, while they represent a number of leading manufacturing concerns whose products are unsurpassed for quality, finish and durability by those of any in the market. Their stock is kept up to the highest standard of excellence and efficiency, and orders are filled with promptness and dispatch in all cases and inducements are offered to both producers and buyers which are rarely duplicated in liberality by any contemporary concern. The business is widely scattered over all portions of the United States, and the house is a credit to the intelligent enterprise and honorable business methods of the proprietors, and also to the city in which it is so permanently located.

J. E. CALDWELL & CO., Jewelers and Silversmiths, No. 902 Chestnut Street.—The house of Messrs. J. E. Caldwell & Co., so pre-eminent in every branch of the business of the jeweler and the silversmith, was founded in 1858 by the late Mr. J. E. Caldwell, who brought to bear special qualifications including unrivalled facilities for the imitation, designing and manufacture of all that was rare, artistic, decorative and serviceable in the lines of diamonds, jewelry, antiques, bric-a-brac, silver ware, porcelain and glass, art furniture, statuary and the fine arts generally. The business developed at a rapid ratio, with far reaching connections, and the firm name of J. E. Caldwell & Co., became and has since continued a veritable trade mark as regards all classes of the above goods dealt in by it. The decease of Mr. Caldwell after a long, honorable and useful career, was followed by the formation of the present co-partnership which includes Mr. J. Albert Caldwell, son of the founder, born in this city, and for twenty years past an active member of the firm; Mr. Joseph H. Brazier, a native of Maine, also twenty years in the firm; Mr. H. B. Houston, a native Philadelphian, fifteen years in the firm; Mr. Frederick Shaw, born in Providence, R. I., for thirteen years in the firm; Mr. Richard N. Caldwell, born in the city and a son of the founder, for eighteen years in the firm, and Mr. James Riley, a native of Pennsylvania, four years a partner. It will thus be seen that the co-partners unite vast practical experience, while their resources, facilities and sound judgment, correct taste and great energy, place their house in the van of progress, the largest and leading jewelry house in Pennsylvania, comparing with that of Messrs. Tiffany & Co., in New York, handling, importing and making identically the same classes of goods. Their establishment at No. 902 Chestnut Street, is most desirably and centrally located, and is a magnificent and spacious structure, 30x25 feet in dimensions, four floors and basement in height, fitted up in the most elaborate manner, both as to furnishings, decorations and all modern conveniences, including elevator to all floors, marble wainscots, art tile floors, hardwood and plate glass show cases, cabinets, etc., form a fitting setting for the superb and comprehensive stock here gathered. The firm are direct importers of the finest diamonds and precious stones, selected by their own expert buyers in the markets of London, Amsterdam and Paris. They carry a large fortune in cut diamonds, parcels of the choicest gems, of pure water, free from flaws, specks, feathers, and all imperfections, of all sizes from one-half a carat up to twenty and thirty carats, or even larger, adapted to meet every possible requirement. The public here select their gems, including matched pairs for earrings and have them mounted in the firm's own factory after the latest original and fashionable designs. The diamond mounting is done on Sanson Street, while on the fourth floor of this building is a complete shop for manufacturing jewelry, repairing, etc., silversmith work, etc., and where a large force of hands is employed. The firm's stock of rich gold jewelry is unrivalled in the city and covers every possible form and device of beauty and for personal adornment. The firm has attained a national celebrity and in sets, hair and quarter sets and single articles, such as rings, lace pins, brooches, necklaces, bracelets, chains, and ornaments the requirements of the most exacting can be promptly gratified. The stock is noticeable for elegance of design and careful finish in every minute detail, the result of employing only skilled workmen. In silver jewelry and ornaments, the stock is equally extensive and desirable, while an immense department is devoted to sterling silver and silver-plated wares and novelties in same. Their solid silver sets are in great demand, being manufactured from the British standard of fineness and of highly artistic designs and most elaborate chasing, carving and general finish. Another department is devoted to watches, and one of immense size it is, including thousands of the finest imported and domestic movements in all desirable casings, ranging from the lowest price at which a reliable watch can be bought up to the most expensive chronometers and repeaters made. The styles include massive cases and smaller sizes, plain, etched, chased and decorated in scores of the newest designs. Another department is devoted to high art glass from Vienna, etc., decorated china wares, fancy porcelain and artistic pottery of all the world renowned makes. Here are clocks in marbles, bronze and ormolu, bronze statues and ornaments, decorated lamps in the new styles of bowls, stands and shades, and a great array of fancy glass goods. Here are the

most beautiful and costly ivory and other styles of fans, some decorated with precious stones and richly mounted and worth \$1,500, while in parasols the stock includes all the fashionable novelties. Another department includes Italian marble statuary, copies of the old masters and original productions of modern sculptors, quoted at moderate prices. In paintings in oils and water colors, the stock is likewise representative, and many of the canvases are from painters of renown both in America and Europe. Special attention is directed to their magnificent assortment of modern and antique cabinet furniture, including richly ornate parlor cabinets, fancy chairs, tables, book cases, desks, chiffoniers, cheval glasses, sideboards, etc., easels, pedestals, and scores of foreign novelties, unique in design and ornamentation. The choicest and rare woods are found here, developed by the skill of the carver and cabinetmakers into the most decorative articles of furniture and in great demand with the public. Here also are rich tapestries and stuffs from the most famous looms of Europe, and a general line of rich interior decorations that charm the eye and add so greatly to the luxurious surroundings of modern interiors. The co-partners devote personal attention and direction to every detail of their immense business, which is developing at a rapid ratio, and includes far-reaching connections, with valued customers in almost every section of the United States, people of refined tastes and sound judgment, and who have learned by experience that nowhere can selections be made from such a comprehensive and valuable stock as that of Messrs. J. E. Caldwell & Co., to which the art and skill of every land have been laid under contribution, while as manufacturing jewelers, importers and mounters of diamonds, silversmiths and importers and dealers in watches, they are the leading representative house in Pennsylvania, rivalling the principal firm in New York, and in numerous ways offering inducements as to the beauty and quality of their jewelry and wares impossible of duplication elsewhere. Messrs. Caldwell & Co., have ever retained the confidence of the commercial world; their executive capacity is of the highest order, and with the able support accorded by the junior partners, the house stands forth the great modern exponent of the trade and business of the jeweler and silversmith.

HARTFORD STEAM BOILER INSPECTION AND INSURANCE CO., Corbin & Goodrich, General Agents, No. 430 Walnut Street.—The frequent explosions of steam boilers in all parts of the country have served to call the attention of manufacturers to the importance of having these boilers periodically inspected by a reliable corporation, having a cash capital ample to guarantee its work. In order to meet this pressing necessity and demand in 1866 the Hartford Steam Boiler Inspection and Insurance Company was duly incorporated under the laws of the state of Connecticut, with a cash capital of \$500,000, and with a perpetual charter. In 1867 the company established a branch office in Philadelphia, placing it under the management of Messrs. Corbin & Goodrich, as general agents, who have conducted the agency ever since with marked ability and steadily increasing success, occupying eligible office quarters at No. 430 Walnut Street. They have charge of the business of the company in this state east of the Allegheny mountains, Southern New Jersey and Delaware. This is the pioneer boiler inspection and insurance company of America. Its affairs have been ably and successfully managed from the start, and the company, on January 1, 1889, had total assets amounting to \$1,275,114.02, and a surplus, as regards policy holders, of \$586,804.36. The following are some of the advantages derived by insurers: The boilers insured are visited at stated periods, gauges tested, safety-valves properly weighted, and all the boiler appliances carefully examined. Should an explosion or rupture occur, the company makes good all loss or damage, (except by fire, and not exceeding the sum insured) to the boilers and surrounding property. This being the pioneer company of America it has wide experience and has become familiar with the business. The company furnishes complete plans for boilers, settings and piping; also for steam-chimneys, and supervises the erection of them at reasonable expense. The agents in this city, Messrs. E. A. Corbin and H. G. Goodrich, are both natives of Hartford, and young men who have made this system of insurance a life study and are highly esteemed for their sound business principles.

H. B. SMITH MACHINE CO., Manufacturers of Wood Working Machinery, Etc., No. 925 Market Street.—It is absolutely certain that in no country in the world has wood-working machinery been brought to such a state of perfection, as in the United States, and in this connection special reference is made in this commercial review of Philadelphia to the old established and representative H. B. Smith Machine Company. This business was established in 1849, and eventually was incorporated in 1878, with large capital. The company's works which are fully equipped with the latest improved tools, machinery and appliances are situated at Smithville, N. J. Mr. H. B. Smith, the



late president of the company, was one of the ablest mechanical engineers and machinists in his special line in the United States. He was the first to use iron frames and to simplify the construction of woodworking machines, and at the present day the best moulding, mortising and tenoning machines in America are those manufactured by the H. B. Smith Machine Co. All the woodworking machinery and specialties made by this company are constructed with unusual care and accuracy and of the most durable materials, while the prices quoted in all cases are extremely moderate. All machinery handled is warranted to be exactly as represented in every particular, and the trade of the company now extends not only throughout all sections of the United States and Canada, but also to Europe, South America, Mexico and Australia. The officers are highly regarded in trade circles for their ability, skill and integrity, and their success in this valuable industry is as substantial as it is well merited. The company manufactures and is prepared to furnish complete outfits for planing mills, sash, door and blind factories, furniture factories, wagon and agricultural implement works, etc. The leading specialties consist of improved machinery for planing, moulding, mortising, tenoning, sawing, boring and turning all kinds of wood, and their facilities for manufacturing are unexcelled. In addition to their large line of wood working machinery the H. B. Smith Co. are sole manufacturers of the celebrated star bicycles. Illustrated catalogues of all their machinery are forwarded promptly upon application.

LINDLEY HAINES, Banker and Broker, No. 430 Library Street.—The importance of Philadelphia as a great financial centre is generally recognized. This is in fact a noted point for the disposal of desirable investment securities, and the purchase and sale of active stocks and bonds, while the Stock Exchange of this city ranks second only to that of New York in volume of trade and number of members. Representative among the members is Mr. Lindley Haines, the well known banker and broker, whose office is eligibly located at No. 430 Library Street. He was originally in business as partner in 1850, with L. H. Taylor & Co., who dissolved in 1883, and Haines Bros. continued the busi-

ness and in January, 1889, Mr. Lindley Haines, who had been a partner from the commencement of the business, became sole proprietor. He has been a member of the Philadelphia Stock Exchange for the past ten years, and has ever accorded a conscientious support to all measures and regulations for the benefit of this useful institution and to secure increased facilities to the public. He conducts a general commission business in the purchase and sale, for cash or on a margin, of all stocks, bonds and miscellaneous securities as listed by this board or on the New York Stock Exchange. His New York correspondents are Messrs. Boody, McClellan & Co. His offices are situated on the ground floor, and fitted up in the most convenient manner with tickers and stock indicators, and every facility is offered to customers, who include many of the leading capitalists and investors of the city. His advantages for obtaining the latest reliable information as to the course of the market are of the most complete and gratifying character, and no one is better qualified to fill orders for country capitalists or city operators and investors, either for investment or speculative purposes. He is a recognized authority on the market intimate with the records of railroads and other corporations, while his methods are truly conservative, his reputation and standing in financial circles are of the highest character, and he is a faithful exponent of those principles of equity which are the substantial foundations of the influence and success of the Philadelphia Stock Exchange. Mr. Haines is a native of Philadelphia, and a young man of large business experience, wide acquaintance and eminent popularity and has been a member of Board of Governors of the Stock Exchange for five years.

H. L. COOPER, Wool, No. 8 North Front Street.—From comparatively limited proportions the wool interest of Philadelphia has developed vast magnitude during the past quarter of a century. The trade in domestic and imported fleeces in this city in the course of a year now is something enormous, representing hundreds of millions of dollars while the volume of business transacted grows apace annually. Among the merchants contributing most largely to the sum of commercial activity in the line indicated here in Philadelphia can be named H. L. Cooper, the well-known wool dealer, with a capacious establishment at No. 8 North Front Street, who has an extensive and substantial business connection, selling to manufacturers all over the middle and some of the eastern states. Mr. Cooper, who is a gentleman of about forty years and a native of this city, is a man of thorough experience in the wool trade, as well as of energy and judicious enterprise, and prior to going into business on his own account in 1833 had been employed in this same line for nearly fifteen years. Mr. Cooper, who handles wools of all kinds and all grades, occupies as office and warehouse the whole of a large five-story and basement building, where he carries on hand always a heavy and varied stock, while an efficient staff is employed, and is prepared to fill all orders for anything in the line of wool in the most prompt and reliable manner. The house is conducted on strict business principles and its management characterized by sagacity and reliability. All persons having dealings herewith are assured of finding the same of an entirely satisfactory character.

RICHARD DECOU, Successor to John K. Shivers & Co., Scrap Iron and Old Metals, Northeast Corner Twelfth and Noble Streets.—Among the leading dealers in scrap irons and old metals in this city is Mr. Richard DeCou, who has achieved an enviable reputation for his prompt, honorable methods and liberal policy. He buys scrap iron and old metals from every part of the country and ships in car lots to consumers all over Pennsylvania, Delaware and New Jersey with a local trade in this city. His business premises are located at the corner of Twelfth and Noble Streets, 75x200 feet in size, and where he carries hundreds of tons of the scrap iron and metals. A railroad track connecting him with the main line makes his transportation facilities complete, and all orders are filled promptly, the highest market rates being paid for all descriptions of old iron and metals received by him, and a number of hands are constantly employed. Mr. DeCou, who is respected by all who know him, and in his particular line is conceded among the foremost, is an energetic business man of ability and enterprise and one greatly respected in his line of trade for his honorable and straightforward business methods.

THE UNION TRUST COMPANY, Nos. 715 to 719 Chestnut Street, J. Simpson Africa, President; John G. Reading, Vice President; Mahlon S. Stokes, Treasurer and Secretary; William Henry Price, Trust Officer.—The position occupied by The Union Trust Company of Philadelphia is such that in compiling a work as is contemplated in the present publication where-in trust companies and banks are prominent features, it is absolutely necessary to make special mention of an institution, which adds materially to the solidity and solvency of our enterprises, affording that protection and security guaranteed only by reliable organizations of this character. The Union Trust Company was duly incorporated under the laws of Pennsylvania, October 16, 1882, the charter being perpetual. It has an authorized capital of \$1,000,000, of which \$500,000 has been paid up and the remaining \$250,000 subscribed for. The company acts as assignee, receiver, guardian, executor, and administrator under appointment by the courts for corporations or individuals. It is likewise authorized to act as agent for the registering of bonds or other obligations of any corporation, association, state or public authority. The Union Trust Company receives on deposit for safe keeping jewelry, plate, stocks, bonds and all valuables at moderate charges. It takes charge of the property of absentees, collects and remits income promptly, and executes trusts of every description known to law, while at the same time it receives money on deposit on time or subject to check and allows interest. Trust funds are always kept separate and distinct from the assets of the company. The Union Trust Company also rents safes at \$5 to \$200 per annum, that are impregnable to burglars and indestructible by fire. Western farm and city mortgages are likewise for sale, bearing six and seven per cent. per annum interest, being guaranteed by institutions of undoubted soundness. In consequence of a steadily increasing patronage the company is erecting a splendid stone building on Chestnut Street at a cost of \$200,000, which it will soon occupy. Executors, trustees of estates and ladies unaccustomed to the transaction of business, as well as religious and benevolent institutions will find The Union Trust Company a convenient depository for money. The following gentlemen, widely and favorably known in financial and business circles for their prudence, executive ability and just methods are the officers and directors: J. Simpson Africa, president; John G. Reading, vice president; Mahlon S. Stokes, secretary and treasurer; William Price, trust officer. Directors:—J. Simpson Africa, late secretary of internal affairs of Pennsylvania; John G. Reading, capitalist, 2126 Walnut Street; Alfred S. Gillett, president of the Grand Fire Insurance Company; Charles P. Turner, M. D., 1506 Walnut Street; Joseph I. Keefe, merchant, 32 South Front Street; John T. Monroe, of Monroe Bros. & Co., manufacturers and jobbers of boots and shoes, 438 Market Street; William J. Nead, contractor; D. Hayes Agnew, M. D., 1601 Walnut Street; Thomas E. Patton, retired merchant, 1208 Pine Street; Robert Patterson, of Hughes & Patterson, iron manufacturers, 800 Richmond Street; Jacob Naylor, president of Eighth National Bank; Theodor C. Engel, president of Bergner & Engel Brewing Co.; William S. Price, attorney-at-law, 633 Walnut Street; Thomas G. Hood, of Hood, Bonbright & Co., wholesale dry goods; Edward L. Perkins, attorney-at-law, 110 South Fourth Street; Joseph Wright, of Wright Bros. & Co., umbrella manufacturers, 324 Market Street; William H. Lucas, of John Lucas & Co., paint manufacturers, 141 and 143 North Fourth Street; William Watson, retired merchant, 3063 Walnut Street; Dr. George W. Reily, president of the Harrisburg National Bank, Harrisburg; Edmund S. Doty, attorney-at-law, Minneapolis, Minn.; W. W. H. Davis, U. S. pension agent, Philadelphia; Henry S. Eckert, president of the Farmers' National Bank, Reading; Robert E. Monaghan, attorney at law, West Chester; Harry W. Moore, Bush Hill Iron Works; Jacob G. Neafie, of Neafie & Levy, ship builders. Conservative principles and sound judgment have marked the course of this responsible company in the past, and gave ample promise of a long and prosperous career in the future. The company's offices are open from nine a. m. to four p. m. except on Sundays and legal holidays.

WILLIAM F. ENGLEHART, Dealer in Diamonds, Watches and Solid Silverware, No. 205 Market Street.—One of the oldest established jewelry houses of Philadelphia, is that of which Mr. William F. Englehart is the experi-

enced, able and enterprising proprietor. He is prominent in the trade, and is a worthy representative of the highest achievements in artistic jewelry and silverware. The extensive business conducted by him was founded by his father, Mr. C. M. Englehart and himself in 1860, under the name and style of C. M. Englehart & Son. They early became noted for the superiority of their product, and for making a specialty of the finest society and official badges, emblems and ornaments ever offered to a discerning public. They built up a most influential, desirable connection, and a trade of great magnitude. In 1886, Mr. William E. Englehart succeeded to the sole proprietorship. As a practical manufacturing jeweler of thirty years experience he is a recognized authority in his line, and carries one of the largest and finest stocks of jewelry, watches and solid silverware in Philadelphia. His establishment is most centrally located on Market Street, and 25x150 in dimensions, handsomely fitted up and furnished, and making the finest display in town in not only staple lines, but also in Masonic and other society marks, jewels and emblems, etc. In these lines Mr. Englehart leads the trade of the United States, and has a corresponding connection. He supplies leading Masonic lodges, with their marks and jewels, and also fills orders for all kinds of society emblems. New designs will be promptly duplicated in solid gold at lowest prices. Mr. Englehart is the contractor for and manufacturer of the civic emblems, police badges, firemen's badges, and those for deputy sheriffs, coroners and other officials. He employs a numerous force of skilled hands in the production of his goods, and gives close, personal supervision over every department of the business. He carries a large stock of unset diamonds, of all sizes from $\frac{1}{2}$ carat up, and of the purest "water," specially adapted for mounting in jewelry, or for Masonic and other jewels. In watches also he handles the finest American and foreign movements in all styles of solid gold and silver cases, both plain and ornamental, and quotes prices for fine watches, warranted accurate timekeepers, not duplicated elsewhere. Mr. Englehart also deals in solid silverware of latest styles, and in everything found in his shop, the public will find the utmost value for their money and the utmost satisfaction in use. Mr. Englehart is an able business man and a respected citizen, and is well worthy of the large measure of success achieved.

CHARLES TREDICK & CO., Insurance Agents and Brokers, No. 339 Walnut Street.—The city of Philadelphia is one of the principal centres in the United States for fire insurance. This all agree can be secured only through the medium of well regulated, honestly conducted and sound fire insurance agencies, those that not only issue policies, but promptly adjust and pay losses, as soon as they are stated and clearly shown. At the present day many leading insurance corporations place their interests in the control of gentlemen who have secured honorable reputations in this important branch of business. Prominent among these in Philadelphia is the reliable and popular firm of Messrs. Charles Tredick & Co., whose offices are located at No. 339 Walnut Street. This business was established in 1869 by Mr. C. Tredick, who conducted it till 1883 when Mr. W. C. Bennett became a partner. Both Messrs. Tredick and Bennett are practical and experienced underwriters, who are always prepared to offer substantial inducements to patrons, including low rates and liberally drawn policies, while losses sustained are equitably adjusted and promptly paid through their agency. Messrs. Charles Tredick & Co., represent the following first-class and substantial companies viz: New Hampshire Fire Insurance Company of Manchester, N. H.; California Insurance Company of San Francisco, California; Jefferson Insurance Company of New York, N. Y.; Peoples Fire Insurance Company of Pittsburg, Pa.; City Insurance Company of Pittsburg, Pa.; German American Insurance Company of Pittsburg, Pa.; Grand Rapids Insurance Company of Grand Rapids, Mich. They likewise attend carefully to life, glass and boiler insurance. Both partners are popular members of the Board of Underwriters and Tariff Association.

They are highly esteemed by the community for their promptness and integrity, and enjoy an extensive and influential patronage among our leading merchants, manufacturers and property owners, not only in Philadelphia but throughout the United States and Canada. They have also correspondents in London for placing business in British and Continental companies.

THE TRINIDAD ASPHALTUM BLOCK COMPANY, Manufacturers of No. 1 Asphaltum Paving Blocks, &c.; Office No. 129 South Front Street; Works, Thirtieth Street and Powelton Avenue.—The leading contractors for laying asphaltum paving blocks in this city are the Trinidad Asphaltum Block Company, whose office is located at No. 129 South Front Street, with works at Thirtieth Street and Powelton Avenue. This company are extensive manufacturers of No. 1 Asphaltum Paving Blocks, for roadways, sidewalks, gutters, cellars, breweries, stables, etc., and were incorporated in 1884, under the laws of the state of New Jersey, with a capital of \$100,000, and with Dr. L. S. Filbert, president; Mr. John B. Wattson, secretary and treasurer. The facilities of this company are perfect for work of the most substantial and elegant character. Its great resources are not surpassed by any similar establishment in this section of the country, while the means at its command and the many appliances and arrangements in operation for promoting the value of the goods and cheapening the cost of manufacture enable the management to offer the most attractive terms to customers. Large and important contracts have been executed in this city and in the neighboring towns of Chester, York and other points, which have established the reputation of the company for doing the finest work in its line and insures its continued popularity and permanent prosperity. Their manufactures rank high in the market, and wherever their services have been called into requisition they have left the impress of a reliable and enterprising concern. They give prompt and careful attention to all orders and commissions, and strive to excel in every undertaking. The president, Dr. Filbert, is also president of the Vulcanite Paving Company of Philadelphia, a native of this city and prominently identified with its growth and prosperity in many ways. Mr. Wattson is a member of the well-known commission firm of Thomas Wattson & Sons, and highly regarded in the commercial and financial circles of this his native city. Both gentlemen are members of the Commercial Exchange and the Philadelphia Maritime Exchange, and bear the name of energetic, enterprising and honorable business men.

REFORMED CHURCH PUBLICATION HOUSE, No. 907 Arch Street.—While in the main in this work will be found descriptive of the mechanical industries and commercial interests of this flourishing city, yet there must be set apart space for mention of the equally important interests that are vested in and represented by our publishing houses. The religious publications are especially worthy of note and in this special connection we desire to present to our readers a brief sketch of the Reformed Church Publication House, of No. 907 Arch Street, whose productions are of large interest to a large number of people throughout the United States. The business of this house was founded in 1864 by the Reformed Church Publication Board, which was formed to issue publications bearing upon the doctrines inculcated in the teachings of the Reformed Church, and was continued by the board until 1888 when the Rev. Chas. G. Fisher, formerly superintendent, secretary and treasurer of the Board, secured the sole right, by purchase and lease, of continuing the work which has been so successfully prosecuted for the past quarter century. The periodicals and Sunday school papers published by him comprise the following, with the prices attached: Reformed Church Messenger (weekly), two dollars per year; Reformed Quarterly Review, three dollars per year; The Guardian (monthly), \$1.25 per year, in clubs, one dollar per year; The Sunday School Treasury (semi-monthly), \$20 for 100 copies per year, single copy, 25 cents; Reformed Missionary Herald (monthly), \$20 for 100 copies per year, single copy, 25 cents; Sunshine (weekly), \$25 for 100 copies per year, single copy 25 cents; Scholars' Quarterly, \$10 for 100 copies per year; Lesson Papers (advanced and primary, advanced, \$6; primary, \$7.50 per 100 copies a year. Samples are sent free. As three per cent. of the gross receipts of each year have to be paid to the publication board, it will be seen that it is to the advantage of the church to encourage the circulation of the above mentioned publications. Hymn books, order of worship, directory of worship, catechisms of all kinds and styles, theological works, Sunday-school libraries, reward cards, Bibles (pulpit and family), miscellaneous books, stationery of all kinds, certificates, etc., etc., and also, all the German publications of the church, are furnished at the lowest cash prices with promptness and dispatch.

GERMAN FIRE INSURANCE COMPANY, Frank Bower President; Christian Gross, Vice President; H. F. Robeno, Secretary; No. 412 Walnut Street.—There is no single interest that affects the business community with the same degree of importance, as that of a sure protection against loss by fire. This all agree is secured only through the medium of a well regulated, honestly conducted, and sound fire insurance company, one that not only issues a policy, but adjusts and pays all losses, as soon as they are properly declared. In this connection, special reference is made in this commercial review of Philadelphia, to the progressive and representative German Fire Insurance Company, whose offices are centrally located at No. 412 Walnut Street. This company was duly incorporated in 1871 under the laws of Pennsylvania, with a paid up capital of \$100,000, and its assets now amount to \$206,667.43. Conservative and just in its management, the course of this popular company has been a most commendable one, which has placed it upon a high plane of confidence and success. The following gentlemen, widely and favorably known in business circles for their executive ability, prudence and just methods are the officers and directors: Frank Bower, President; Christian Gross, Vice President; H. F. Robeno Secretary. Directors, Christian Gross, John F. Betz, Edward Walden, L. Bamberger, W. Frederick Snyder, Jacob Rech, J. Christian Miller, Charles G. Berlinger, Christian Schmidt, Frederick Leibfried, F. Gutekunst, Peter Stang, Frank Bower, Alfred Ogden, Anton Winters, A. M. Langfield, Frederick Mayer, Samuel A. Wertz, H. W. Catherwood, Augustus F. Brecht. The German Fire Insurance Company insures all kinds of property, at the lowest rates consistent with absolute safety, and rather than transact an unreliable and hazardous business refuses any risk, that is not in every respect up to its standard. Mr. Frank Bower, the president, and Mr. Christian Gross, the vice president, are able and careful officers with every qualification for their important positions. Mr. Robeno, the secretary, has had great experience in insurance affairs, and is as widely known for his promptness, as for the honorable manner in which he attends to the interest of patrons. In conclusion it should be added, that this responsible company is in every way worthy the attention of all persons, desirous of placing their property in the hands of a corporation, which is abundantly able and makes a specialty of promptly adjusting and paying all losses, as soon as they are properly determined.

JAMES BOYD & BRO., Manufacturers' Agents, Belting, Hose, Rubber Goods, Etc., No. 14 North Fourth Street.—At the present day, the best and most reliable goods produced in the United States, are handled by those, who are technically called manufacturers' agents. Prominent among these agents in Philadelphia is the representative and responsible firm of Messrs. James Boyd & Bro., whose offices and show-rooms are located at No. 14 North Fourth Street. This business, which is both wholesale and retail, was established six years ago by Mr. James Boyd, who admitted later to partnership with E. M. his brother Mr. Alex. Boyd, Jr., under the style and title of James Boyd & Bro. Both partners are able and energetic business men, fully conversant with every detail of this important industry and the requirements of the trade and a critical public. They occupy a spacious and well equipped store and basement, which are fully stocked with a superior assortment of rubber, leather and cotton belting; rubber, cotton and linen hose; mechanical rubber goods and asbestos materials of every description. Messrs. James Boyd & Bro., are sole agents in Philadelphia for the Boston Belting Company and the Asbestos Packing Company, and their trade now extends throughout all sections of Pennsylvania, Delaware, Maryland, Virginia and West Virginia, New Jersey, Ohio and the south. This firm has secured an excellent reputation for handling only the best goods, and in consequence of their influential connections are enabled to offer substantial inducements to the trade in prices very difficult to be secured elsewhere. They make a specialty of everything pertaining to complete fire equipments for the protection of mills, factories, hotels, etc., and fully warrant all goods to be exactly as represented. A complete force of clerks, assistants, etc., are employed in the store by the firm, and several traveling salesmen on the road. Both partners are from Boston. They are honorable and energetic business men, and are abundantly worthy of their large measure of success.

THE CHALMERS-SPENCE COMPANY.—Asbestos Fire-Felt Coverings, etc., Office, No. 24 Strawberry Street, D. T. Dickson, Manager.—Mineral asbestos is not only indestructible by fire or acids, but differs from all other known mineral substances in possessing fibres, resembling flax or silk. These tough mineral fibres are now manufactured into a great number of useful articles, requiring to be durable under a high degree of temperature, and at the same time have considerable tensile strength and durability. In connection with these remarks, special reference is made in this mercantile review to the representative and successful Chalmers-Spence Company, whose office and salesrooms in this city under the able and energetic management of Mr. D. T. Dickson, are



located at No. 24 Strawberry Street. The Chalmers-Spence Company was incorporated in 1866 under the laws of New York with large capital, and its patronage now extends throughout all sections of the United States and Canada. The works, which are the largest and best equipped of the kind in America, and furnish constant employment to 130 skilled operatives, are situated in Eighth Street, New York. The principal executive officers of the company are R. H. Martin, president, and C. H. Van Nostrand, secretary and treasurer. The Chalmers-Spence Company manufacture extensively asbestos non-conducting coverings, fire proofing, building papers, packing, cement, etc., also a vast number of specialties too numerous to mention. Asbestos materials, like everything else, should be properly used, and satisfactory results can only be obtained by the correct adaptation of the materials to the work to be performed. All asbestos goods manufactured by this responsible company are absolutely unrivalled for utility, reliability and uniform excellence, while the prices quoted in all cases are exceedingly moderate. This progressive company was quick to recognize the value of asbestos cloth, as a barrier against fire in theatres. As early as 1866 they induced the managers of the American Academy of Music, to give them an order for an asbestos curtain. This novel appliance was a successful success, that other prominent theatres quickly followed the lead and were supplied with asbestos curtains. These curtains can be painted and decorated the same as if made from cloth, while in case of fire they can be at once lowered, preventing the rapid entry of the flames and smoke in the auditorium, and thereby enabling the audience to leave the building in safety. The company's Philadelphia branch is spacious and is fully stocked, enabling Mr. Dickson, to promptly fill orders for all sections of Pennsylvania, Delaware, New Jersey, Maryland and the South. Branches have also been established in Boston, Pittsburg, Providence and Chicago.

SCHWARTZ & GRAFF, Manufacturers, Importers and Wholesale Dealers in House Furnishing Goods, Nos. 718 Market, and 713 Jayne Streets.—As one of the principal centres of the United States for the trade in all kinds of house furnishing goods, Philadelphia has attained great prominence and is becoming more than ever a favorite purchasing point. Prominent among the old established and representative houses extensively engaged in this important business, is that of Messrs. Schwartz & Graff, whose office and warehouse are located at Nos. 718 Market and 713 Jayne Streets. This business was established in 1871 when the present firm commenced business, having previously been members of the firm of A. H. Francis & Co. Both Messrs. C. W. Schwartz, and Albert Graff are able and energetic business men, fully conversant with every detail and feature of this steadily growing industry, and the requirements of dealers, jobbers and the general public. They occupy a spacious four-story building 25x36 feet in dimensions, which is fully supplied with every appliance and con-

venience for the systematic conduct of this extensive business. The stock is immense and well selected, and embraces all kinds of carpets, oil cloths, matting, rugs, shading, pails and tubs, wash boards, brooms, baskets, brushes, looking glasses, clocks, cotton yarn, rope and twine, batting, express wagons, lamp burners, lamp wicks, grain bags, starr rods, and all descriptions of house furnishing goods. Messrs. Schwartz & Graff handle only the best and most desirable goods, and offer advantages in prices very difficult to be secured elsewhere in this country. They employ twenty traveling salesmen, and their trade now extends throughout all sections of the United States and Canada. Mr. Schwartz is a native of Pittsburg, Pa., while his partner, Mr. Graff, was born in Philadelphia. Both partners are honorable wholesale dealers, liberal in all transactions, and well merit the substantial success they are achieving in this useful industry.

JOSHUA R. SERFASS, Conveyancer, Real Estate and Commercial Broker, Office, No. 431 Walnut Street, Rooms 7 and 8.—The development of the real estate market of Philadelphia has been upon a scale of magnitude commensurate with the importance and rapid growth in wealth and population of the second city of the Union, while much of the credit attaching thereto is due to the intelligent efforts and honorable policy of our leading and representative real estate brokers. Prominent among the number referred to is Mr. Joshua R. Serfass, the well-known conveyancer, notary public, and real estate and commercial broker, whose office is eligibly located at No. 431 Walnut Street. This gentleman established himself in business here in 1887, and has developed a widespread connection of the most superior character, including among his clients many of our leading capitalists and operators in realty. He is a recognized accurate authority on the present and prospective values of realty throughout all sections of this city and vicinity, so that the utmost reliance can be placed upon his judgment and advice by intending investors. He transacts a general real estate business, buying, selling, exchanging and renting, and has carried through to a successful issue many important transactions. He has in his care fine, desirable lots in this city and in New Jersey for investment by speculators or for sale on the installment plan, which are located near the rapid transit and will rapidly enhance in value. He also negotiates loans promptly on bond and mortgage, collects rents, and takes entire management of estates. He is especially prominent in real estate circles as the representative of the Baldwin Homestead Association and the Highland Mutual Land Association, and is in a position to place all transactions on a substantial and satisfactory footing. Mr. Serfass is a long resident Philadelphian, a member of the city Bar, and influential and popular in real estate, business and professional circles, as a gentleman of large experience, sound judgment and marked ability, with whom it will be found a pleasure and a profit to open business relations.

GEORGE T. BISEL & CO., Law Stationers and Booksellers, No. 730 Sanson Street.—A popular source of supply for new and second-hand books, law stationery, and kindred supplies, in this city, is the establishment of Geo. T. Bisel located at No. 730 Sanson Street. This reliable house was originally established in 1877, by Messrs. W. F. Bisel & Bro., who were succeeded by the present firm in 1881. To every stranger this establishment is from its literary and artistic attractions, a place not to be overlooked, and all lovers of good reading make it a popular rendezvous. It is patronized by all classes of society, while it also enjoys an extensive and influential wholesale trade throughout Pennsylvania and the adjoining states. Its stock contains at all times law works from the best authors of America and Europe; books in fine bindings, rare specimens of ancient law nowhere else obtainable; and one of the finest and most comprehensive lines of law stationery, blanks, blank books and commercial paper to be found in the city. This house is, in fact, headquarters for the trade and public for every line of goods here mentioned. Its methods of dealing are eminently liberal and honorable, and its facilities for the purchase of its supplies are such as enable the proprietor to compete successfully with any of its contemporaries in this section, as regards terms and prices. The individual member of the firm is Geo. T. Bisel, a native of Pennsylvania and eminently popular in this city.

MUTUAL AID UNION BENEFICIAL ASSOCIATION, No. 129 South Seventh Street.—One of the most popular of the beneficiary institutions of Philadelphia is the Mutual Aid Union Beneficial Association, whose home office is at No. 129 South Seventh Street. It was incorporated in 1878, under the laws of the state of Pennsylvania, for beneficial and protective purposes, and has been an important educational factor in every community where its influence has been felt, promoting habits of economy, prudence and provident thrift. The principles on which this association is conducted are not experiments, but are such as experience and observation have proved to be sound and reliable. Applicants are taken on probation for six months. At the expiration of that time, if in good health, and the monthly payments have all been promptly made, certificates of membership and pass books are issued. If not in good health at the expiration of six months from date of their application, the amount paid by them is refunded and their application destroyed. There being no admission fee, the applicants for membership are required to make their first monthly payment at the time they make their application. The monthly rates are from twenty cents to two dollars, securing both sick and death benefits. The steady growth of the Mutual Aid Union is due principally to its liberal contracts and generous dealing, together with the issuance of all safe and desirable forms of policies. The fact that constant accessions are annually made to the business of the association without resort to other than legitimate methods is conclusive evidence of the high esteem in which this staunch and ably managed corporation is regarded by the public, and a membership in the Mutual Aid Union affords not only the safest, but one of the most profitable of investments. Thoroughly informed as to insurance matters, the officers and directors have no hesitation in presenting this company to the public, feeling secure in the fact that no life corporation now engaged in issuing policies does so with a greater regard to the holder, or is more ready and able to promptly pay all losses as soon as properly declared. Mr. Wm. J. Moore is in charge of the office of the association, and will be found a gentleman of ability and experience, with whom it is always a pleasure to do business.

CARLILE & JOY, House, Sign and Fresco Painters, No. 1727 Chestnut Street.—The Rev. Sidney Smith used to exclaim, as he flung wide the shutters, Glorify the room! and in these three words lies the whole secret of decoration. Decoration is the glorification of the room. Let in first the light of heaven, and then the light of good taste, refinement and cultivation. Drive out the darkness of ugly colors and inharmonious combinations; glorify the room with pure art and taste. Call a trained artist to the work, and the result will be both gratifying and successful. Such artists are Messrs. Carlile & Joy, the celebrated house, sign and fresco painters and plain and decorative paper hangers, whose main office and salesrooms are located at No. 1727 Chestnut Street, with paint and fresco departments at Nos. 1727 to 1739 St. Joseph's Avenue. This firm have had a life's training and experience in the beautifying of homes, offices and public buildings with artistic designs both original and tasteful, and have been established in the business here since 1870. Their main establishment on Chestnut Street is four stories in height, 20x150 feet in dimensions, and one of the largest and finest in this line in the city or state. As general interior decorators, making a leading specialty of fine artistic work, this firm have no superiors and few equals in the country. The work achieved by them on the Broad Street Theatre, the Chestnut Street Theatre, and the Weightman mansion, in this city, sufficiently demonstrates their commanding ability and superior skill, while their services are in important request throughout Pennsylvania, New York, New Jersey, Delaware and Maryland, and are rendered in such a manner as to increase their reputation and leave an honored name behind them. They are doing a fine class of gilt edge work, and are supplying a line of leaded and stained glass, that is nowhere else obtainable. Steady employment is given to some two hundred skilled hands, and orders by telephone, telegraph or mail are given prompt and careful attention in all cases. The co-partners, Messrs. Wm. E. Carlile and Maurice Joy, are gentlemen of the highest repute and standing in business circles, whose work is everywhere recognized as an example of what can be achieved in the way of magnificence by a master mind in the business.

W. H. BONER & CO., Sheet Music and Music Books, No. 1102 Chestnut Street.—The business enterprise which contributes to the advancement of the musical tastes of the people, must always be a popular pursuit, particularly in this country where music as a study is cultivated to a marked degree. Among those establishments which have done much to gratify the refined and artistic tastes of this cultured city we may mention the well known and prosperous house of Messrs. William H. Boner & Co., and who has for many years a most enviable reputation for the superior excellence of its products and the honorable manner in which its business affairs are conducted. Mr. Boner is a native of North Carolina and has been a resident of Philadelphia ever since 1857. Having acquired a thorough knowledge of this business in all its various branches he inaugurated this enterprise on his own account, under the present firm title in 1867, at this location which he has occupied continuously ever since, and has built up a very large trade which extends throughout the entire United States, and is constantly increasing in volume and importance. The store is the oldest of its kind on this street, and in addition to its capacity is a basement of the same dimensions, 25x125 feet. The store is handsomely fitted up and most conveniently arranged for the prompt transaction of the business, which is both wholesale and retail, and the comfort of patrons. The stock is full and complete, and in fact the premises are a perfect repository of vocal and instrumental gems, while its information on musical matters is derived from the best and most accurate sources. Here can be found at all times everything pertaining to the line of musical publications either of their own or other standard productions, embracing all the latest and most popular vocal and instrumental gems by the most celebrated composers of the present time, including those of the old masters, such as Handel, Mozart, Beethoven, Balfe, Meyerbeer, Wagner and others, including the great operas as well as those of the present day. Here will be found also the leading and most reliable instruction books as recommended by the best teachers in the world, and, in fact, the character of all goods emanating from this establishment are reliable and first class in every particular.

GEORGE HERZOG, Decorative Painter, No. 1334 Chestnut Street.—The thoroughly artistic effects, beauty of designs and exquisite workmanship in the line of mural art, decorating and all-round decorative painting, George Herzog, the widely known artist of No. 1334 Chestnut Street, this city, with office also at No. 501 Fifth Avenue, New York, stands at the head of his profession. He is by general consent one of the foremost exponents of the art indicated in the United States, and has a national reputation, some of the notable buildings and finest private residences throughout the country attesting his skill. Mr. Herzog, who is a gentleman in the prime of life, is a native of Germany, where he acquired his profession, and has resided in this city since 1872. He is a thoroughly practical designer and an expert decorative painter of twenty years' experience, and is in short, a complete master of his art in all its branches. He was formerly a member of Keiser & Herzog, which he succeeded in 1877, and has occupied the present commodious quarters about eleven years. Mr. Herzog occupies here a finely appointed suite of offices (three rooms) on the third floor, and is assisted by an efficient staff, employing some twenty-five hands, all of them skilled workmen, the most of them Americans, and his patronage, which is of a highly flattering character, extends to all parts of the country and is steadily improving. Mr. Herzog is prepared to enter into contracts for all classes of work in the line indicated, including frescoing, ceiling and hall decorations, and high-class interior decorative painting of every description, special attention being given to churches, theatres, and fine dwellings, and guarantees satisfaction in every instance, exercising immediate personal supervision over all work executed. Among the more noteworthy buildings for which may be seen evidences of this gentleman's artistic skill can be named the Liederkreis Concert hall, New York; the Harmonie Club building, same city; the Academy of Music, Philadelphia; Union League building, this city; Egyptian Hall and Masonic Temple, and a number of others equally worthy of note; also the residences of Charles Darrach, E. H. Fidler, F. A. E. Widener, Thom. D'Alam, and about one hundred handsome mansions and villas throughout the United States.

MEYER & DICKINSON, Dry Goods, Importers and Commission Merchants, Nos. 223, 225, and 227 Chestnut Street.—A reliable and representative firm, successfully engaged in the Philadelphia dry goods commission and importing trade, is that of Messrs. Meyer & Dickinson, whose office and sales-rooms are situated at Nos. 223 to 227 Chestnut Street. This business was established January 1, 1867, by Messrs. Charles H. Meyer and Jos. R. Dickinson, who eventually admitted into partnership Henry Lewis Meyer in 1885, and Carl Ebeling, Jr. in 1889. The partners bring great practical experience to bear and possess an intimate knowledge of every detail and feature of the dry goods commission trade and the requirements of the American market. The firm occupy two spacious and well equipped buildings, which are fully stocked with an extensive and well selected assortment of dry goods, woollens, silk goods, upholstery, etc. They have likewise a branch in New York at Nos. 83 and 85 Greene Street. Messrs. Meyer & Dickinson handle only the best and most desirable grades of goods, and offer advantages in prices, that necessarily attract the attention of close and careful buyers. The woollen department is under the management of Mr. E. Fink. The firm promptly fill orders at the lowest possible prices, and their trade now extends throughout all sections of the United States. Charles H. Meyer, the senior partner, is also a member of the firm of C. H. Meyer & Co., and is German consul for Pennsylvania and Delaware. Messrs. Meyer & Dickinson are also the selling agents in this city for the Miesch Manufacturing Company, of Paterson, N. J., of which they are the principal stockholders. This company, which is incorporated under the laws of New Jersey, has a paid up capital of \$100,000 and manufacture on an extensive scale all kinds of fine ribbons and silk goods that are used in the millinery trade, making a specialty of manufacturing only the finest class of goods. The factory is a spacious three-story building 60x200 feet in size and which is fitted up with all the latest improved machinery and appliances necessary for the prosecution of the business on the largest scale with a capacity of 150 looms and is run by steam power. This business was started on July 1, 1889, and the goods have already attracted a large demand wherever introduced, and the trade of the company is steadily increasing, the fine quality of the goods making them general favorites with the trade and public everywhere. Henry Lewis Meyer is the representative of the house in New York. The partners are highly esteemed in trade circles for their excellent business qualities, promptness and integrity, and have gained the entire confidence of their numerous patrons in all sections of the country.

ANDERSON, JOHNSTON & CO., Manufacturers of Children's Carriages, Velocipedes, Doll Coaches, Etc., No. 150 Dock Street, (East of Second Street).—The oldest house in the United States devoted to the manufacture of children's carriages, velocipedes, etc., is that of Messrs. Anderson, Johnston & Co., of No. 150 Dock Street. They have also ever maintained the enviable reputation of producing the most elegant and durable work. The business was founded in 1841 by the late Mr. C. Askam, succeeded by his son, Mr. James Askam. They early achieved a national celebrity for the superiority of their product and developed a trade of corresponding magnitude. Upon the decease of Mr. James Askam in 1877, the present firm succeeded to the proprietorship composed of Mr. M. M. Anderson, Mr. Robert Johnston and Mr. Luke Askam. They are all possessed of vast practical experience acquired from long identification with the house, and superior facilities coupled with influential connections. Mr. Anderson is a native of Ireland, resident in Philadelphia since 1852, and who has been connected with the house since 1858. Mr. Robert Johnston was also born in Ireland and came to Philadelphia in 1845, joining the house in 1848. Mr. Askam was born in Dublin, Ireland, and is the son of the founder and a member of the firm since 1877. The business was originally located on Market Street, thence removing to Second Street, and has occupied its present site for upwards of thirty years past. The factory and water-rooms comprise four floors, 50x75 feet in dimensions, where are manufactured and carried in stock the finest grades of children's carriages, richly upholstered and trimmed, easy running, handy, artistic and durable. Both as to price and quality these goods maintain the lead. The firm also manufacture full lines of velocipedes, doll coaches, etc., and do a fine local trade, while they sell to leading jobbers and

dealers all through the west to California. Liberal and honorable methods have ever characterized this honorable firm and it is in every way thoroughly representative of the best methods and is noted for leading in introducing new and attractive styles, its products meeting with ready sale and affording universal satisfaction wherever introduced.

ANDOVER IRON COMPANY, John R. Fell, President; Charles Gilpin, Jr., Secretary and Treasurer; Furnaces, Phillipsburg, N. J. Office: No. 240 South Third Street.—One of the important industries of New Jersey and whose headquarters are permanently located in Philadelphia is the Andover Iron Company, manufacturers of pig iron of superior grades. The company was duly organized and incorporated under a special charter in 1868. It has had able and enterprising management, and has grown steadily in importance and in the volume of its business, its annual output now being upwards of 40,000 tons. It has a cash capital of \$1,000,000 held by leading capitalists. It is situated at Phillipsburg, N. J., and comprises two furnaces originally built in 1848, but enlarged and remodelled since. The product includes iron especially adapted for the manufacture of plate and sheet iron, wire, nails and car wheels. The Andover brand of iron has many qualifications of superiority and its large consumption by the great staple industries of the country indicates the skilful and advanced methods of the management. Mr. Joseph C. Kent, the superintendent of the works, is a practical iron manufacturer. Mr. John E. Fell, the president, was elected to the chair in 1888, bringing to bear wide experience gained by long identification with the Pennsylvania iron trade. He is interested in various other furnaces and mills, and is the president of the well known Allentown Rolling Mills. Mr. Charles Gilpin, Jr., the secretary and treasurer, was born in Philadelphia and has all his active business life been identified with the iron trade. He has been connected with the company for eighteen years past, and ably and faithfully discharges the onerous duties devolving upon him. The company's product has been too long in use and of too high a standard to require further comment and Philadelphia is to be congratulated upon being made the company's permanent headquarters.

D. C. HUMPHREYS, Awnings, Stencils, Signs, Etc., of every description, No. 27 South Third Street.—By the side of old business houses new enterprises are continually arising and quickly gaining by the energy brought into their management, a foremost position in their particular lines of trade. This is precisely what should be, since it marks a progress and advancement in the welfare of the community where such houses are located. Among Philadelphia's new business establishments that have been sufficiently long founded to give evidence of being placed on a firm basis and of meeting with popular acceptance and support that of Mr. D. C. Humphreys, at No. 27 South Third Street is deserving of special mention. Mr. Humphreys is a manufacturer of awnings, stencils, signs, tarpaulings, oil clothing, banners, wedding canopies, etc., and hires out wedding canopies, camp chairs, dancing crash, etc. Mr. Humphrey has been identified with this line of business from boyhood, and is thoroughly acquainted with its every detail. He was born twenty-six years ago in New York city, and when twelve years of age went to learn his present trade. For the past twelve years he has resided in Philadelphia, and in July, 1888, started business on his own account at his present location. He at once met with the most practical encouragement and support, and has been continuously increasing the number of his patrons, until he now has a trade extending, not only throughout the city, but through Pennsylvania, New Jersey and Delaware. His business premises comprise the second and third floors of the building, and these are each 25x60 feet in dimensions, and equipped with every appliance for the economical and successful prosecution of the business. Six hands are employed, and wagon covers, awnings, stencils, signs, etc., are promptly made to order at the lowest rates. A heavy stock of tarpaulings, oil clothing, banners, wedding canopies, camp chairs, dancing crash, etc., is constantly kept on hand, and orders by mail or telegraph are given immediate attention, and business relations established with this house are sure to prove pleasant and profitable to all concerned, and to continue for a long time.

BROWN BROTHERS & COMPANY, Bankers, Fourth and Chestnut Streets.—The international prominence and high standing of the famous house of Messrs. Brown Bros. & Co., bankers, are such, that no explanatory reference is necessary in this commercial review of Philadelphia, but a few facts in regard to its rise, progress and wide field of usefulness will be of great interest to our numerous readers. This business was originally founded in Baltimore by Mr. Alexander Brown in 1798, the father of William, George, John and James Brown, who eventually became members of the firm. The Liverpool house was established in 1813, the Philadelphia one in 1815, and the New York established in 1826. The individual members of the firm at the present date are Messrs. Francis A. Hamilton, Sir Mark Wilks Collet, Bart, (at present Governor of the Bank of England) Howard Potter, Frederick Chalmers and Alexander Haigroaves Brown, all of London, and Messrs. James M. Brown, Chas. L. Dickey, John Crosby Brown, Washon P. Brown and Chas. D. Dickey, Jr., of New York. The New York, Philadelphia, and Boston houses are conducted under the style and title of Brown Bros. & Co., the Baltimore house under that of Alexander Brown & Sons, while the London house is known by the firm name of Brown, Shipley & Co. In Philadelphia the firm occupy a spacious and elegantly furnished banking house. They transact a general banking business upon a scale of great magnitude, far exceeding in volume that of any of our national banks, and with connections and correspondents that literally encircle the globe. The firm buy and sell bills of exchange on Great Britain and Ireland, France, Germany, Belgium, Holland, Switzerland, Norway, Denmark, Sweden, the British West Indies, India and Australia. They likewise issue commercial and travelers' credits in sterling, available in any part of the world, in dollars for use in this and adjacent countries and in francs for use in Martinique and Guadeloupe. The firm make telegraphic transfers of money between the United States and Europe and also make collections of drafts drawn abroad on all points in this country and Canada, and also of drafts drawn in the United States on all foreign countries. They likewise receive deposits subject to check. They are members of the London, New York, Philadelphia and Baltimore Stock Exchanges and buy and sell stocks, bonds and other securities on commission. This is the heaviest private banking house in the United States, and is backed with abundance of capital and managed by able and responsible financiers. Since its foundation the firm of Messrs. Brown Brothers & Co., has passed unscathed through all commercial panics and crises, and at the present day offers unexcelled advantages for the satisfactory transaction of all business intrusted to it.

MERCHANTS EXCHANGE BANK, South Third Street, Frederick Phillips, President; George N. Stubbs Cashier.—Among the able and conservatively managed financial institutions of Philadelphia is the Merchants Exchange Bank which was founded in 1871, being originally known as the Iron Bank. In 1874 it was duly reorganized under the present name, and with a cash capital of \$100,000, which was promptly taken by leading capitalists and business men. The bank made rapid progress under the guidance of Mr. Mero Phillips, its first president, and proved of great benefit to the vast manufacturing and commercial interests of this city. In 1885, he was succeeded by his son Mr. Frederick Phillips, the proprietor of the Camden Chemical Works, and a gentleman of large experience in banking and financial circles. In 1886, Mr. George N. Stubbs was appointed cashier. He is a widely and favorably known business man, and has a thorough practical knowledge of finance, able and faithfully discharging the onerous duties devolving upon him. The board of directors includes the president and cashier; Mr. H. L. Carter, the president of the Susquehanna Water Power and Paper Company and also the president of the York Haven Paper Company, Mr. A. B. Frost and Mr. M. W. Watkinson. The bank transacts a general business, deposits are received subject to check, money is loaned on approved collaterals, prime commercial paper is discounted and it may be added that the bank handles lines of the best "gilt edge" paper in the city; letters of credit are issued, exchange bought and sold, and collections made on all points through the bank's chain of correspondents, which includes the National Bank of New York. The bank's large lines of deposits and its remunerative business, render

it one of the most prosperous in the city. It has a surplus fund of \$200,000 with undivided profits, and is one of the popular and progressive financial institutions of this city, conducted on the best methods, the conservative policy by which all its affairs are managed, with a due regard to the wants of the business community being generally recognized. President Phillips is one of Philadelphia's most respected capitalists, and has been identified with the bank's progress almost from its inception. He is the proprietor of the Camden Chemical Works, which are located at Camden, N. J., and are of the most extensive character, covering an area of eight acres and employing an average force of two hundred hands. These works are the only manufactory of phosphorus in the United States, and produce a quality of the utmost purity and excellence. They are fitted up in the most elaborate, complete manner, and produce all the various staple acids and fertilizers known to the trade. The works are the largest manufactory of glauber salts in the country and in every respect are the model works of the kind in the United States. The works were established in 1860 by Mr. Mero Phillips and Mr. F. Phillips, and the output has a high reputation.

GROVES, WILSON & GROVES, Importers, Manufacturers and Retailers of Cabinet Furniture, Upholstery and Bedding, Lace Curtains, Draperies and Decorations, Nos. 1022 and 1024 Market Street.—The development of the fine arts as applied to the utilitarian purposes of the outfit and decoration of private residences, offices, &c., has become a marked and most gratifying feature of the age. To the eminent house of Messrs. Groves, Wilson & Groves, belongs the credit of popularizing the choicest artistic achievements of the cabinet maker, the upholsterer and the decorator. This representative concern was founded in 1876, by Messrs. Groves, Thompson & Shafter, succeeded in 1880 by Messrs. Groves, Thompson & Groves. In 1885, Mr. Thompson retired, and the present firm was formed, composed of Mr. William Groves, Mr. Alexander Wilson and Mr. William Groves, Jr. The co-partners possess every possible qualification, including ability, experience and perfected facilities, and they carry one of the largest, and the finest stock of art furniture, rich upholstery goods, curtains and decorative materials of any in the middle states. Their warerooms occupy an imposing structure with seven floors as showrooms, 25x200 feet, handsomely fitted and thoroughly organized with departments, giving the most realistic idea of the character and appearance of the furniture in household surroundings. A large volume might be filled with descriptions of the beautiful goods manufactured by this firm for leading citizens of this city and the middle states. Every article of furniture is made under their immediate supervision, from new and artistic designs in all the popular cabinet woods, while the firm makes a specialty of embodying the wishes and views of those about to decorate and furnish private residences, fitting up the interiors in the most elaborate manner, and harmonizing the same in all the various features with the furniture selected. There is a refined taste and an attention to details in this house furniture and decorations, obtainable nowhere else, as an appreciative public abundantly demonstrate by their increasing orders. The firm, with characteristic enterprise has recently issued a beautiful descriptive pamphlet of typical styles of their bed room and dining room suites, bookcases, desks, hall-stands, etc. The pictures represent the furnished interiors, and are most beautiful and well repay close study. These illustrations abundantly demonstrate that the firm is now making lines of goods not only first class in workmanship, but likewise in correct styles, tasteful, artistic, and of most elaborate finish. The firm make specialties also of the richest and newest imported upholstery goods, heavy curtains in new patterns of Lur Roman, Sheilas, and Velours. All the popular makes of lace curtains in exclusive designs, shades, awnings, slip covers, etc., are here, and at prices, which quality considered, cannot be duplicated elsewhere. In interior woodwork, hardwood mantels, wainscots, etc., and all popular new decorative materials, this enterprising house maintains the lead, and does a heavy and growing trade throughout this city and state, New Jersey, Maryland, Delaware, Ohio and the South. Upwards of forty skilled cabinet-makers and others are employed, and the house is in every way progressive, the leading exponent in its line.

NEWNAM & SONS, Engravers and Plate Printers, (Jayne's Building) No. 237 Dock Street.—Like all other inventions engraving and plate printing has undergone a sort of revolution until from being a crude and slow process it has been brought to the state of comparative perfection that it obtains today. Philadelphia has always occupied a deservedly prominent position in the history of all branches of the engraver's and printer's art in the United States, and the city possesses some of the most notable and best equipped establishments identified with the craft that can be found anywhere. Prominent among the engraving and plate printing establishments here can be named that of Messrs. Newnam & Sons, of No. 237 Dock Street. The business of this concern was founded as far back as 1837 by Mr. John M. Butler, who conducted it until his death in 1865, when he was succeeded by Mr. B. P. Newnam. This gentleman admitted into partnership his sons, John and George, in 1886, and since then the style of the concern has been Newnam & Sons. All the partners have spent the best years of their lives in the trade, in every department of which they are thoroughly proficient. Their premises comprise two floors which have an area of 40x100 feet and this is provided with all necessary tools, presses and other appliances appertaining to the business. None but skilled and experienced artisans are employed, and the house is noted for the superior excellence of its engraving and plate printing. A specialty is made of photogravure and etching printing, and every facility is possessed for filling all orders satisfactorily with dispatch. The trade of the house extends all over New York and Pennsylvania. The partners are natives of this city, and are personally held in the highest esteem.

F. S. ROSENTHAL, Commission Merchant, Worsted, Woolen and Cotton Yarn, No. 22 Strawberry Street.—In its special field of commercial enterprise the house of Mr. F. S. Rosenthal, the well-known commission merchant in worsted, woolen and cotton yarn, at No. 22 Strawberry Street, holds a commanding position in this city and throughout a wide extent of country. It has been in successful operation for a period of ten years, and in its specialties it possesses the best possible facilities for supplying the trade to its perfect satisfaction. The building occupied for trade purposes is three stories high, 30x100 feet in dimensions, and every modern convenience is at hand for conducting the business smoothly and for ministering to the wants of the trade with the utmost promptness and dispatch. Mr. Rosenthal is widely prominent as sole selling agent in Pennsylvania and the south for the Mount Vernon worsted mills of Manayunk, Pa.; the Economy worsted mills, of Manayunk; the Jenks Mills, of Pawtucket, R. I.; and the New Union mills, of Manayunk. Consignments of these products are constantly reaching the house, and the stock here displayed contains the best goods in worsted, woolen and cotton yarns known to the trade. The exhibition is singularly attractive, and its detailed completeness surpasses that of any similar establishment in the city. The connections of the house with the most reputable manufacturers are of the most intimate and influential character, its resources are ample and abundant, its facilities are complete and perfect, and it commands every favorable opportunity of the market, enabling the proprietor to guarantee the prompt and satisfactory fulfillment of all orders, and to offer inducements to the trade, as regards both reliability of goods and liberality of terms and prices, that challenge comparison and defy competition. The trade is broadly distributed throughout Pennsylvania, Delaware, Maryland and the eastern states, and is steadily increasing in volume and value. Mr. Rosenthal is a native of Austria, a resident of this country since 1869, and of high social and business standing in this city.

H. C. COOPER & CO., Brokers in Stocks, Oil, Grain and Provisions, No. 168 Chestnut Street.—The facilities enjoyed by the house of H. C. Cooper & Co., in every branch of the brokerage business in stocks, oil, grain and provisions are rarely equalled in this city. It has an influential and widespread connection, a large and permanent clientele, and a high reputation in financial circles, and is entrusted by many parties with important commissions for investment which receive at all times the most careful consideration. The office of the firm is provided with direct wires to New York and Chicago. They give

special attention to both stocks, grain, oil and provisions, buy and sell all securities dealt in at the New York, Philadelphia and Chicago Stock Exchanges, at lowest rates or commission permitted by those organizations, obtaining continuous reports of the markets, executing all orders in stocks at Board prices, and transacting all business promptly and satisfactorily. Orders for the purchase or sale of stocks, bonds, petroleum, grain and provisions are filled in quantities to suit purchasers, from ten shares of stock to five thousand shares, and grain, provisions and oils in like proportions and on margins of from one per cent upward. In this system of business losses are limited to the amount of margin deposited, while profits are unlimited, and all the advantages of the markets obtainable by members of the different Exchanges are offered to clients as though they were present on the floor of the Exchange themselves. Full quotations of the different markets are received of all transactions and posted on blackboards in the office for the information of patrons and the public. The current gossip of Wall Street and Chicago is also received, and all sources of information are searched as a guide to the market. This office is alike open to the man of wealth and to the man of limited means, and all receive the same consideration at their hands. Mr. Cooper is a native of Bucks County, Pa., a resident of this city for thirty years, still in the prime of life, and enjoys a business connection that fully shows his ability, energy and influence.

ROBERT SHOEMAKER & CO., Importing and Manufacturing Druggists and Chemists, North East Corner of Fourth and Race Streets.—The oldest in continuous active connection, and whose house is the leading representative in its line, is Mr. Robert Shoemaker, the prominent and honored head of the old and enterprising house of Messrs. Robert Shoemaker & Co., wholesale druggists and chemists. The business was founded by Mr. Shoemaker in 1837, who early achieved an enviable reputation for the purity and moderate prices of his stock of drugs and medicines. The steady growth of trade throughout the succeeding decade resulted in 1855 in his removing to his present stand, so desirably located at the corner of Fourth and Race Streets. In 1860 he took into co-partnership his two sons, Messrs. Richard M., and Thomas E. Shoemaker, and nine years ago took in Mr. Benjamin H. Shoemaker, Jr., all young and enterprising business men, thoroughly versed as wholesale druggists and manufacturing chemists. The firm now includes Mr. Robert Shoemaker, Richard M. Shoemaker, Mr. Thomas E. Shoemaker, and Mr. Benjamin H. Shoemaker, Jr. The house covers the widest range of goods inclusive of and allied to drugs and chemicals, while they are nationally celebrated for their skill and accuracy as manufacturing chemists. The stock carried is one of enormous magnitude, and the firm occupies an entire five-story and basement building, 60x70 feet in dimensions, and suitably fitted up, with every convenience at command. The firm have a fully equipped and extensive laboratory, where under the most skilful supervision, a large force of hands are employed in the manufacture of full lines of fluid extracts, syrups, pills, etc., after the most approved formulae and of standard accuracy and purity, the firm enjoying special facilities for securing the choicest and freshest of roots, herbs, barks, gums, chemicals, and compounding the same with the utmost nicety. Among specialties in addition to a complete stock of drugs, chemicals, essential oils and patent medicines are full lines of powdered vanilla, and cod liver oil of the most famous brand, directly imported from Norway; they are the sole agents in Philadelphia for the eminent New York house of W. H. Schieffelin & Co., an important thing for pharmacists in this city and the middle states. They are also sole agents in the United States for Johnston's fluid beef, Hunter's Scotch oat meal, etc. They manufacture the strongest and purest flavoring extracts, and pure spices, whole and ground. Quality has ever been the first consideration with this honorable old house while their scale of prices cannot fail to please. The trade developed is one of corresponding magnitude, and the firm are in every way thoroughly representative of the most advanced progress of pharmaceutical science. Mr. Robert Shoemaker is an influential member of business circles, and a respected citizen, a valued factor in building up Philadelphia's commerce. He has able support in Messrs. Richard M., Thos. E. and Benj. H. Shoemaker, Jr., and the house is a vigorous exponent of the soundest principles governing mercantile life.

N. & G. TAYLOR COMPANY, Importers of Tin Plate and Dealers in Metals, Sheet Iron, Wire, Etc.; Offices, Nos. 291, 303 and 305 Branch Street.—The oldest and most celebrated house in America importing tin roofing plates and dealing generally in sheet iron, copper and other metals is that of Messrs. N. & G. Taylor Co., of Philadelphia. It was in the year 1810 that the grandfathers of the present members of this firm laid the foundations of what has proved the representative house of its kind. They early developed an important trade and were eventually succeeded by their respective sons, Messrs. Nathan and George E. Taylor. These gentlemen actively continued the business on the basis of equity and efficiency for which it had ever been celebrated, and in 1861, upon the death of Nathan Taylor, changed the style to that of N. & G. Taylor Co. In 1882, Mr. George



E. Taylor died, after a long, honored and useful career, and Messrs. Nathan and George Taylor, and grandsons of the founders of the house, assumed the control of the business. They were born and grew up in Philadelphia, and early in life became connected with their parents' establishment, acquiring a thorough practical knowledge of every detail, and when in turn becoming proprietors, bringing to their aid every possible qualification, including vast practical experience, perfected facilities and influential connections at home and abroad. In 1810 the business was started on Second Street, subsequently was removed to Third Street, and in 1845 was permanently located at its present central stand. The premises are unusually spacious, comprising five floors and basement, 49x150 feet in dimensions, elaborately equipped with every convenience, and where is carried the heaviest and most desirable stock of tin plate in the United States. This tin plate is the prominent specialty, and has deservedly achieved and maintained a national celebrity. It is worthy of special mention that this was the first house to sell what is known as the "Guaranteed" roofing tin, and the only firm in the world to stamp its name on each and every sheet of tin. Theirs is the "Old Style" brand of hand-dipped and double-coated roofing Terne plate, by far the finest roofing tin made and specially manufactured for the American trade of Messrs. N. & G. Taylor Co., by a famous house in Wales. Their guarantee is the fullest and most emphatic that could be worded; guaranteeing it to be the heaviest coated plate and richest in tin surface of any; always uniform in quality and of the original brand; to have a thicker coating than any of its imitations, to be the heaviest plate made of standard thickness, flat and true, perfectly square, faultlessly assorted, full size, perfect in every respect, and to be sold at the minimum of profit and at its real value. Architects generally, the trade and sound judges of Terne plate use no others, as they find that the "Old Style" Registered Target and Arrow trade mark brand of Messrs. N. & G. Taylor Co., is far superior to any other and is much the most durable and economical. Their sales of these incomparable plates have deservedly attained proportions of enormous magnitude, and the firm numbers among its customers leading concerns all over the United States. The company are also leading dealers in the best brand of sheet iron, sheet and lugot copper, iron, steel and copper wire, stamped ware, etc. Quality has ever been the first consideration of the Messrs. Taylor, and their fathers before them, and no house enjoys such an enviable or well deserved reputation. They employ a force of 100 hands in the building, and have fifty-four agencies established, one in each of the principal centres of population, while a staff of

fifteen traveling men are required on the road. As proprietors of the oldest and leading house in this line in the United States, Messrs. N. and G. Taylor are prominent factors in promoting the commercial prosperity of Philadelphia and are worthy merchants who have ever retained the confidence of leading commercial and financial circles.

CONWAY BROTHERS, Importers and Jobbers of Toys, Fancy Goods and Novelties; Nos. 229 and 231 Church Street.—A representative and one of the most noted houses in the United States, successfully engaged in the importation of toys, fancy goods and small wares, is that of Messrs. Conway Brothers, whose office and warehouse are located at Nos. 229 and 231 Church Street. This business was established in 1855, by Thos. G. Conway, who was succeeded by the firm of Conway Brothers, both of whom brought a long practical experience to bear, coupled with an intimate knowledge of the requirements of the American market. Mr. Thos. G. Conway died, and his brothers assumed sole control of the business still conducting it under the old firm name. The premises occupied, comprise a spacious six-story building, fully equipped with every appliance and convenience for the accommodation and display of the immense and well selected stock. Messrs. Conway Brothers import direct from the most famous houses in England, France and Germany, all kinds of toys, small wares, fancy goods, novelties of all descriptions, etc. They promptly fill orders, and their trade extends throughout all sections of the United States and Canada, while it is steadily increasing, owing to the superiority and reliability of their productions. The firm promptly forward upon application a complete illustrated catalogue of their toys, which are the pick of all markets. This catalogue is illustrated with one thousand cuts, which are exact photographic copies of the goods and prices are quoted in plain net figures. Messrs. T. P. and J. F. Conway are both natives of Baltimore, but have resided in Philadelphia for the last 30 years. They are energetic and enterprising business men, who enjoy the entire confidence of their numerous patrons, owing to their integrity and fidelity to straightforward business principles.

R. B. WIGTON & SONS, Miners and Shippers of Morrisdale and Cunard Bituminous Coals, Manufacturers of Coke Fire Brick, No. 228 South Fourth Street.—The centre of the American trade in bituminous coal and coke is admittedly Philadelphia and the high character and standing of the prominent houses engaged in it are the best possible proofs of the magnitude and importance of this branch of the nation's commercial interests. In this connection special reference is made in this commercial review of the city, to the representative and old established house of Messrs. R. B. Wigton & Sons, whose offices are located at No. 228, South Fourth Street. The firm has also an extensive establishment at No. 49 Broadway, New York. Their coal wharves are situated at Greenwich Point, Port Richmond, South Amboy, Port Johnson, and Baltimore. This extensive business was established thirty years ago by Mr. R. B. Wigton, who eventually in 1889 admitted his sons, Messrs. William H. and Frank H. Wigton, into partnership. Messrs. R. B. Wigton & Sons make a specialty of bituminous coals, which they mine from their own celebrated Morrisdale and Cunard mines and ship direct by cargo or carload lots to any point that may be desired. These coals are admirably adapted for use in steamships, locomotives, glass works, foundries etc., wherever intense heat is required. The firm also turn out vast quantities of first-class coke, and manufacture a very superior quality of fire brick, which has become highly popular with manufacturers and others, owing to its durability and uniform excellence. They promptly fill orders for coal, coke or fire brick at the lowest ruling market prices, and their trade extends principally all along the Atlantic coast, the middle, north-eastern and southern states. During the past year the firm sold 600,000 tons of coal. Mr. R. B. Wigton, the senior partner, is a native of Chester Co., Pa. He is one of the pioneers of the bituminous coal trade and is highly esteemed by the community for his enterprise and sterling integrity. Mr. F. H. Wigton is a popular member of the Union League and Manufacturers' Clubs, and is one of Philadelphia's public-spirited and influential citizens. The firm is thoroughly identified with the best interests of Philadelphia, whose commerce they are promoting with zeal, energy and success.

THE GIRARD LIFE INSURANCE ANNUITY, AND TRUST COMPANY.—One of the oldest and most solidly prosperous financial institutions in the United States is the Girard Life Insurance, Annuity and Trust Company, of Philadelphia. It was duly incorporated on March 17, 1836, and with but one exception is the oldest trust company in Pennsylvania. To an original cash capital of \$300,000, its prudent and conservative management has added a surplus of \$1,100,000, a sufficiently impressive proof of the company's prosperity, without further comment. Progress is the order of the day, and the Girard in response to the growing demands of the public is now bringing to completion building operations and increase of capital which greatly enlarge its facilities. The stockholders have agreed to add \$1,000,000 to its resources, equally divided between capital and surplus, and the capital on January 1st, 1890, will therefore stand at \$1,000,000 cash full paid with a surplus fund of \$2,000,000 additional. The corporation thus becomes one of the most prominent and extensive financial concerns in the United States. The company's present or old building has long been a picturesque land mark on Chestnut Street, constructed of granite and fire brick, 54 by 120 feet, while the company's enterprise in erecting its new and splendid office building, is a still further proof of the progressive policy of its management. It occupies the site between Broad Street and the United States Mint fronting 100 feet on Chestnut Street and 95 feet on Broad Street. The edifice was designed by Addison Hutton, Esq., with special regard to the requirements of a modern office building, having abundance of light and air. The general style is modified Romanesque, of imposing appearance, the outer walls being of the beautiful Indiana limestone. The materials used are solely stone, brick and iron, and this is in every way absolutely a fire proof building. The stairways are of marble and iron, the roof of cement, while the plastering is laid over wire netting. The main entrance is under a lofty arched portal on Chestnut Street, while a similar entrance on Broad Street affords direct access to the banking floor. The building is nine lofty stories in height, surmounted by a handsome tower. The seven upper stories are specially designed, partitioned and arranged for offices most desirable for lawyers, brokers, agents, and all persons interested in having light airy offices with all modern improvements in a fire proof building at moderate rentals. The building is heated by steam; lit by the incandescent electric light; two Otis elevators of the greatest speed and safety, run continuously, while the plumbing and water supply is a model one, of the highest sanitary standard. This is in fact one of the finest office buildings in Philadelphia, and is much more than that, for in its lower and basement story are the strongest and most improved safe deposit vaults in the United States. The Girard conducts a general banking business, receiving the accounts of bankers, firms, and individuals upon liberal terms. It makes loans on approved high class collateral, on time or call. Collections are promptly made all over the country. The company acts as agent for the registration or transfer of stocks and bonds of corporations and in the payment of coupons, or interest on registered securities. A most popular and much availed of feature is the fact of the company acting as attorney for the treasurers or trustees of churches, schools, colleges, charitable societies, etc., keeping their books, supervising their investments, collecting income and rendering accounts when required. As interest is paid on all balances lying idle, it is of manifest advantage to secure the services of such a responsible fiduciary agent. Its trust department, under the provisions of its perpetual charter, executes trusts of every description. It is entirely distinct from other departments and is under the supervision of Mr. Henry Tatnall, the company's vice president. Members of the bar desiring the appointment of the company in any form of trust are retained as its counsel in such cases. Income is collected and estates are managed for persons who are absentees or need such service by reason of ill health, lack of experience, etc. The company's real estate department is thoroughly organized under Mr. Nathaniel B. Crenshaw, for the management, purchase and sale of realty in Philadelphia and vicinity and the entire management of estates is included at lowest rates. The safe deposit department offers absolute security at moderate rates, for the storage of valuable securities, silver chests and silver plate, etc. The vaults were constructed by Mr. George B. Damon, who built the vaults for the

United States Treasury in Washington and elsewhere. The outer walls of the Girard vaults are fire proof, while the inner lining is composed of numerous layers of chilled steel, so alternated with plates of other metals as to be impregnable. The vaults are located at a distance from the walls of the building, lit with electricity, and constantly watched every moment of the 24 hours. They are roomy and a special vault is provided exclusively for ladies, with rooms furnished with desks, also for their sole use. Access can be had during business hours, while the rentals are very moderate. Wills are received for and kept safely without charge. The offices and managers of the Girard are as follows: President, Efnogham B. Morris, Esq.; vice president and treasurer, Henry Tatnall, Esq.; assistant treasurer, William N. Ely, Esq.; real estate officer, Nathaniel B. Crenshaw, Esq.; solicitor, George Tucker Bispham, Esq.; managers, Messrs. E. B. Morris, George Taber, John E. Garrett, William H. Jenks, H. N. Burroughs, George T. Bispham, John A. Brown, Jr., William H. Gaw, William Massey, B. Andrews Knight, Benjamin W. Richards, Samuel B. Brown, Francis I. Gowee and George H. McFadden. Under these representative capitalists and successful merchants the company is making rapid and substantial progress. The fundamental principles of conservatism and stability are ever kept in view and the public is enabled to place implicit reliance in its policies and methods of transacting business.

J. E. BURNS COMPANY, Spices and Mustards, Nos. 41 and 43 South Front Street.—Few houses in the United States can claim an unbroken record of continuous prosperity of over one hundred and twenty three years, but such is the history of this reliable, substantial house, which is the oldest and representative house of the kind in the United States. The business was founded in 1766 by Mr. Jonathan Fell and early achieved an enviable reputation for the superiority of its product and drew to it a trade which has its ramifications in every part of the United States. Mr. Jonathan Fell, was succeeded by C. J. Fell & Bro., and subsequently by the firm of J. E. Burns & Co., who were incorporated as a stock company in 1855 with Mr. J. E. Burns as president, and Mr. H. M. Stone as secretary and treasurer. These gentlemen are leading authorities in this line of trade and bring to bear the widest range of practical experience coupled with perfected facilities and influential connections. The company are manufacturers, importers and wholesale dealers in spices, mustards and fine extracts. The premises comprise a spacious four-story building 40x60 feet in size, with offices and finely furnished salesroom on the first floor. Their factory at Frankford, Penn. R. R., is the largest in the United States, is fully equipped with all modern appliances and improved machinery requisite for the business, having a large capacity for the manufacture of the choicest mustards, pure spices and fine flavoring extracts which have attained a national reputation for purity, reliability and uniform excellence and have no superiors in this country or Europe. This staunch old house imports direct from the centres of growth, and controls cargoes of the choicest products, having influential connections with growers and producers everywhere. They handle the finest spices brought to the United States, including Singapore, Sumatra Black and White Pepper, China and Saigon Cassia, Pimento, Amboynia and Zanzibar cloves, African, Calcutta and Cochlin ginger, unbleached Jamaica ginger, nutmegs, mace, etc. They are expert judges of these goods and the finest only is selected, quality being their first consideration. Their products in general are the most salable articles of the kind on the market and are general favorites with the trade and consumers wherever introduced. A heavy stock of these goods is constantly earned to meet orders promptly, and a large force of clerks, salesmen, packers, shippers, etc., are constantly employed in the building, while traveling salesmen represent the house throughout every portion of the United States. Mr. J. E. Burns, the president of the company, and Mr. H. M. Stone, the secretary and treasurer, are both members of the Grocers' and Importers' Exchange, and are also popular members of the Board of Trade where they are highly esteemed as enterprising, substantial business men, who are honored by all with whom they have dealings. The trade will best consult its own interests by placing their orders with this eminent and substantial house, which is among the leaders in its line and the oldest house in the United States.

UNION CREDIT COMPANY, of Philadelphia, Office No. 125 Chestnut Street.—Credit underlies the fabric of modern commerce of modern society. It is a necessity and in its proper sphere highly beneficial, yet like everything else that is good, liable to abuse—and to very grievous abuse as evidenced in the millions of dollars annually lost by bad debts in this country. How to remedy this evil and secure the merchant and shop-keeper against the oft-recurring attacks of the credit “fiend” and who thus dishonorably lives at the expense of his neighbors, has remained an insoluble problem, until the year 1880, when the Union Credit Company was duly incorporated in this city, in order to put into operation a perfect system for the prompt checking of dishonest credit customers and for the supply of just the accurate information every grocer, butcher, baker, dry goods house, tailor, gents furnisher, &c., &c., has so long sought for in vain. The company is composed of able and responsible business men and its officers are competent and indefatigable in securing fullest information as to the character of any customer for being good or bad pay. They have thoroughly organized under Sailor’s copy-righted system for business, covering every section of the city, while there are branches established in ten other large cities of the Union. Their methods are briefly these: They give to their subscribers the earliest information as to how each customer pays his bills to others with whom he deals, thus covering the broad field of mercantile life, and enabling the merchant to immediately decide whether he can trust the party or not. Thus a chain of dealers are united to supply information as to a man’s customs, whether to pay cash for a while, and confidence once established, run a big bill and then move, or whether he pays all cash at one store and none at another, or whether he is a chronic “beat” whose credit is an unknown quantity and who has nothing to levy on if judgment was obtained. For a very moderate sum indeed, the merchant can now be fully protected against making bad debts. As the company’s motto reads “Prevention is better than cure,” and the company takes all care and trouble off the subscribers’ mind. Facts are promptly furnished as regards every new customer—all strictly confidential, and such as no honorable man would object to, while all branches of trade are covered. Already many merchants are reaping the great benefits of the company’s system and every business man should examine into its merits. The company also makes collections cheaper and more promptly than any other concern can do, and it is well to add that its thoroughness, ability of management and early, accurate reports are pleasing the mercantile world and prove conclusively how satisfactorily the Union Credit Company supplies “the long felt want.”

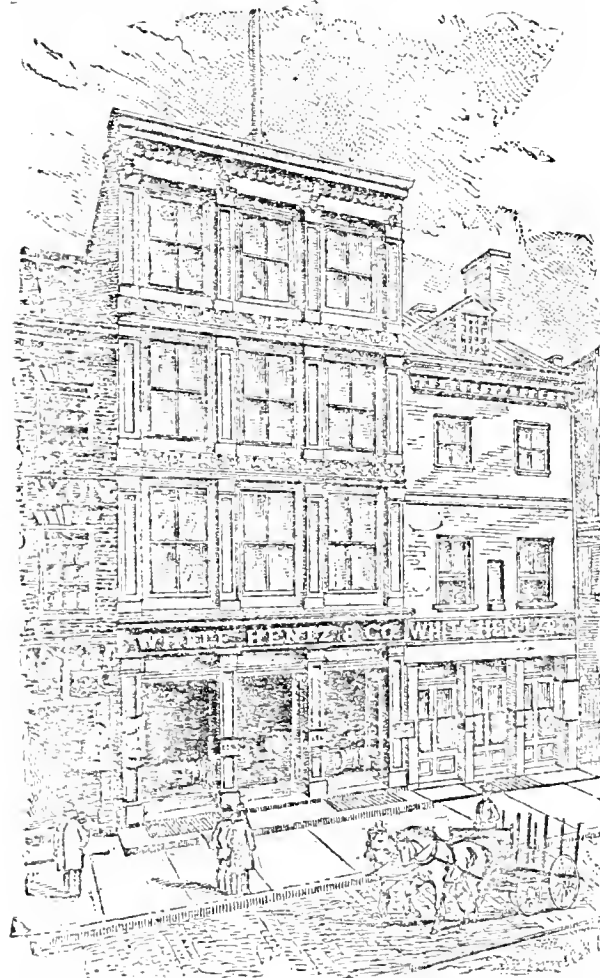
BENJAMIN F. TELLER, & BRO., Real Estate, Insurance, Conveyancing, Notary Public, Etc., No. 601 Chestnut Street.—The leading real estate agents of Philadelphia are Messrs. Benjamin F. Teller & Bro., whose offices are located at No. 601 Chestnut Street. The business was originally established in 1876, by Mr. B. F. Teller, the present firm being organized in 1880 by the admission of Mr. Joseph R. Teller to partnership. Both gentlemen enjoy a high repute in both social and business circles, and possess a large experience, wide acquaintance and influential connections as real estate and insurance agents, conveyancers, notaries public and prominent business men. The history of the rise and progress of this city shows that wise and prudent investments made in real estate property ultimately yield a more certain and reasonable profit than any other form of investment. The Messrs. Teller have earned a high reputation for accurate judgment and superior business tact in conducting transactions in this interest, and have developed an important connection therein, including among their permanent patrons many leading capitalists, investors and property owners, and carrying through to a successful issue many heavy and valuable transactions. They have upon their books at all times descriptions of houses, lots, country seats and business blocks for sale or rent, and are prepared to take entire management of estates, securing good tenants, collecting rents, making repairs, paying taxes, &c. A safe packed with powers of attorney tells how implicitly they are trusted. Some of the largest estates in the city are placed entirely in the Tellers’ hands, while the owners go to enjoy travel and European life for years at a time. Every ward in the city is represented on the Teller books and

every class of property. There is a considerable line of selling done by the firm, while they are generally regarded as the best renting judges in the city. They also give special attention to the execution of wills and administering to estates, acting as executors, administrators, trustees and guardians, wills are executed for and safely kept, free of charge; money is securely invested in mortgages and ground rents, and loans are negotiated on ground rents, mortgages and mortgage collateral for a fixed period of years or repayable in instalments. Messrs. Teller & Bro., are also deservedly regarded as among the best informed underwriters in the city and as authority upon all matters relating to fire insurance. They control the insuring of many of the choicest lines of business and residential property in the city, and are universally popular with all classes of real estate owners, merchants and manufacturers. The Messrs. Teller are native Philadelphians, prominent members of the Real Estate Exchange, and leaders in real estate, conveyancing and insurance matters, promoting the material interests and mercantile development of this city with energy, discrimination and decided success.

W. M. MOLAND & SONS, Provisions, No. 9 North Water Street.—The trade in provisions is undoubtedly one of the most important of the industries of Philadelphia. An old established and representative house in the city, extensively engaged in this steadily growing trade, is that of Messrs. Moland & Sons, whose store and office are located at No. 9 North Water Street. The firm’s packing house, which is fully equipped with modern appliances and machinery is situated at Nos. 154 to 158 Laurel Street. This business was established in 1854 by Mr. Wm. Moland, who in 1864 admitted his son W. N., and in 1885 George N. Moland into partnership. The firm handle only the best stock, and give the greatest care and attention to the meat through all stages of curing, smoking and packing, while the supervision exercised in the packinghouse is so complete, that it is impossible for any inferior animal to be entered for consumption. Messrs. Wm. Moland & Sons make a specialty of sugar-cured hams and bacon, which are unrivalled for quality flavor and general excellence, and are general favorites with the trade and public wherever introduced. The firm fill orders promptly at the lowest ruling market prices, and their trade extends throughout all sections of Pennsylvania, Delaware, Maryland, New Jersey, Virginia, West Virginia and the adjacent states. Their store is a spacious three-story building 20x200 feet in area, admirably adapted and fitted up for the business. Here a large and very superior stock of provisions is kept constantly on hand. Mr. Wm. Moland, the founder of this house, is a descendant of a family dated back to the Colonial days, one of his ancestors having been Colonial Governor of Pennsylvania, being appointed by the King of England. The partners are all natives of Philadelphia. They are energetic, able and honorable business men, fully meriting the large measure of success achieved in this reliable industry.

CHARLES B. SPROGELL, Real Estate and Mortgages, No. 733 Walnut Street.—Mr. Charles B. Sprogell, who has his office at No. 733 Walnut Street, is one of the most experienced, as well as one of the best known and most trustworthy of the dealers in real estate and mortgages in the city. This gentleman has been engaged in the business here for the past twenty-three years, and has developed a solid business connection in all branches of realty. He negotiates mortgage loans of all kinds, buys, sells, rents, leases and lets property, invests money, collects rents, and takes the entire management of estates. He has the fullest confidence and esteem of the leading capitalists, investors and property owners, and owing to the wide range and superior character of his connections he is prepared to promptly dispose of realty at fair values, while offering to conservative investors the best possible bargains that are guaranteed to produce a steady income and a prospective increase in values. His varied experience, keen appreciation of value and large acquaintance with business men combine to render his services peculiarly valuable to parties dealing in realties and those in need of loans, and any business entrusted to his care is always faithfully and honorably attended to in every particular. Mr. Sprogell is a native of Philadelphia, has a high standing in the real estate circles of the city, and commands the confidence of all with whom he comes in contact.

WHITE, HENTZ & Co., Importers and Wholesale Dealers in Fine Whiskies, Wines and Liquors, Nos. 222 and 224 North Second Street. Branches, New York and Washington.—The oldest and one of the most prominent and reliable firms in Philadelphia is that of White, Hentz & Co., whose premises are located at Nos. 222 and 224 North Second Street. The business was established in 1793, by Philip Wager. In 1810 the house became known as Van Syckel & Garrison. After Mr. Garrison's retirement the firm took the title of Van Syckel & Sons. In 1849 Wm. K. White and J. Henry Hentz formed a co-partnership under the title of White & Hentz. In 1865 the present style was adopted. The present partners are J. Henry Hentz, J. P. Robinett and J. Henry Hentz, Jr. By the above date it will be seen that this is the oldest house in this line now in existence in Philadelphia, and one of the oldest in the world. From the first the credit of the house has



never been impeached, it having passed safely through the crises which shook so many substantial houses in the troublous times which followed the financial crashes attendant upon the political uncertainties of the early years of the century, and followed by the no less fateful results of the financial troubles of 1837, 1857 and 1872. There are hundreds of names on their books of persons or their successors who can establish the fact of the perfect and entire integrity of the house in all business matters. In fact, the history of this house, its rise and progress, is truly, in one sense, identical with the history of the city. At the establishment of this business Philadelphia was comparatively a small town, with just such enterprise as might be expected from those who had come here from the oppression of Europe; for it was just at that time

that Philadelphia received its most valuable recruits to its citizen band. The site of the present premises of this firm was then the society resort of the city, where now there is little but the crush of drays and the discordant shouts of drivers. Mr. J. Henry Hentz, the senior partner of this great firm, was born in Philadelphia, and connected himself with the house when a young man, and was, after establishing his position by displaying his ability and proving his personal worth, admitted to partnership in 1849. He is a representative business man of Philadelphia, and a perfect master of all the details of the business, from manufacturing to finance, and it may be stated here that this house is different from many in Philadelphia, not having found it necessary to go outside for expert assistance, all the partners by long experience and practical knowledge, in addition to the jealousy with which they guarded the reputation of their goods, being possessed of every necessary requirement. Mr. Hentz visited Europe in 1879, returning in November, 1881. During this trip he visited all the leading markets in Europe, and returned with much knowledge, which can only be obtained by personal observation in the old world, which, in his case, perfected an already ripe experience. During his trip he visited Rheims, in France; Cognac, so celebrated for its brandies; Rotterdam, no less noted for its gins and schnapps; Cadiz, Spain's great seaport; Oporto, Portugal, and other cities. In every respect the financial and social standing of Mr. Hentz is fully conceded. Mr. J. P. Robinett is a Philadelphian by birth and education, and here it may be said that all the members of the firm were born in the Quaker City. He became connected with the house when very young, and by reason of his untiring efforts, always working for the best interests of the firm, he was admitted to partnership in 1865. His ability as an expert, sound judgment and marked aptitude and general supervision have been of great value to the house. He is a first-class business man in every sense of the term. Mr. J. Henry Hentz, Jr., son of the senior partner, graduated from the Pennsylvania University, after which he began to assist his father. He has proved very active and energetic, with good business qualifications, and was admitted to partnership in 1885. This house has always been one of the most persistent advocates of selling the best goods, and has aimed always to carry a general line suited to the wants of the trade. Indeed there is no house in the country which carries a line more suited to the demands of the market to which it caters than this. Buying on the most extensive scale everything is secured at the very lowest figure, they thus being enabled to dispose of their goods to the distributing and retail trade at a lower price than those whose transactions or abilities are not so extensive, their known financial stability giving them many advantages in the purchase of goods. Their facilities are such that they are able to thoroughly stock without leaving their premises any store in the country. This firm makes a specialty of fine high-grade whiskies, and imports direct brandies, gins, rums, ports, sheries, etc., catering to the best trade, an enormous stock being carried. The firm are the sole proprietors of the celebrated Trimble whiskey, introduced over sixty years ago, and which has enjoyed such an extended reputation and had so many imitators that they have continued to be the first in demand for the finest bar and drug store trade. Old George Trimble brought this brand over the Allegheny mountains on a Conestoga wagon, and those who to-day obtain their best qualities of whiskies can little realize the anxieties and perils which attended the introduction to this part of the country of the first transportation. The quality of the Trimble whiskies has been maintained up to this day, and there is no brand superior to them in the United States. As in all other makes of liquors, prices differ with regard to age. Knowing the value of the goods, the firm have pushed the sale with commendable energy, and now the demand is not only its own advertisers, but a perfect proof of the superiority of their quality, and the call for Trimble whiskey has increased to such an extent that the facilities for manufacture are being taxed to the utmost. Fine imported wines is a prominent department of the business of the house. The steady growth of the firm's trade in sheries, ports, Madeiras and other wines of all vintages and brands is proof of their superior excellence. The house has never competed with cheap goods, too often adulterated, but has made the motto of the firm "The Purest and Best." During the present year, as in past years, there has been a steady and decided increase in the volume of trade, and the prospects for a

continuance were never more encouraging. The operations of the firm extend over the entire United States, with shipments to consumers in Europe. Then New York branch house is situated at No. 17 South William Street, and is under the management of Mr. D. Lieber. The Washington branch is located at No. 1209 Pennsylvania Avenue, N. W., and is in charge of Col. H. A. Seligson. The same variety and high class of goods are to be obtained at these branch establishments, with the same honest principles as characterize the home establishment. Travelers are constantly employed visiting the various sections of the country. The Philadelphia trade receives special attention. In fact, in all respects, the house ranks as one of the leading representative liquor houses in the country, and is the oldest house in Philadelphia, if not in the United States. The premises of the firm extend back to Broad Street, a distance of 200 feet, the receiving and shipping being done in the rear. The location is the best that could be desired for this firm's business, which has been transacted here since 1733, nearly a century, a record almost unparalleled in any business house in this country, even if not of Europe, which is accustomed to antiquity in its many forms. As it is, this site is one of the most interesting land-marks of Philadelphia, and should not be overlooked by the seekers after local antiquities. The front on Second Street, erected in 1860, No. 222, presents an imposing appearance, the design—executed in iron—being both artistic and substantial. That of No. 224 was erected in 1735. The rear premises of No. 224 were built in 1850, and those in the rear of No. 222 are upwards of ninety years old. All are four-story buildings, except the old rear one. All these additions and rebuildings show in an emphatic manner the growth of this business, and the utility which has been secured leaves absolutely nothing to be desired.

MAYER, SONS & CO., Importers and Dealers in Fine Whiskies, No. 407 North Third Street.—The consumption of liquors in the United States is so vast, that the trade necessarily involves considerations of the greatest importance. Among the oldest and most reliable importers and wholesale liquor dealers in Philadelphia, extensively engaged in this steadily growing business, is the firm of Messrs. Mayer, Sons & Co., whose cellars and salesrooms are located at No. 407 North Third Street. This house presents a striking instance of what may be accomplished by a steady application to business, and a liberal and honorable course of dealing. This business was established in 1840 by Isaac Mayer, who eventually admitted his sons, Messrs. Adolph and Morris, in 1879, and Frank and Leon Mayer in 1885 into partnership, the firm being known by the style and title of Mayer, Sons & Co. The premises occupied comprise a spacious three-story double building 40x125 in area, fully equipped with every facility and appliance for the accommodation and preservation of the choice and valuable stock of domestic and imported whiskies, which are unrivalled for quality, purity, flavor and general excellence. The rye and bourbon whiskies of this popular house possess a natural flavor and rare tonic properties, and are sold under a guarantee to give perfect satisfaction. They are sold free or in bond, large quantities being allowed to remain in stock and mature, until required for the demands of the trade. Messrs. Mayer, Sons & Co.'s chief brands are Charter Oak, Luxury, Delaware Club, Canada Malt, Elite and others. These brands are general favorites where ever introduced, and are admirably suited for a first-class hotel, club and drug trade. The firm fills orders promptly at the lowest possible prices, and its trade extends throughout all sections of Pennsylvania, Maryland, New York and the southern states. Mr. Isaac Mayer was born in Germany, but has resided in the United States for the last forty years, while his sons, Messrs. Adolph, Morris, Frank and Leon Mayer, are natives of Philadelphia. They are highly regarded in trade circles as enterprising and reliable business men, who have gained the entire confidence of their numerous customers in all sections of the country.

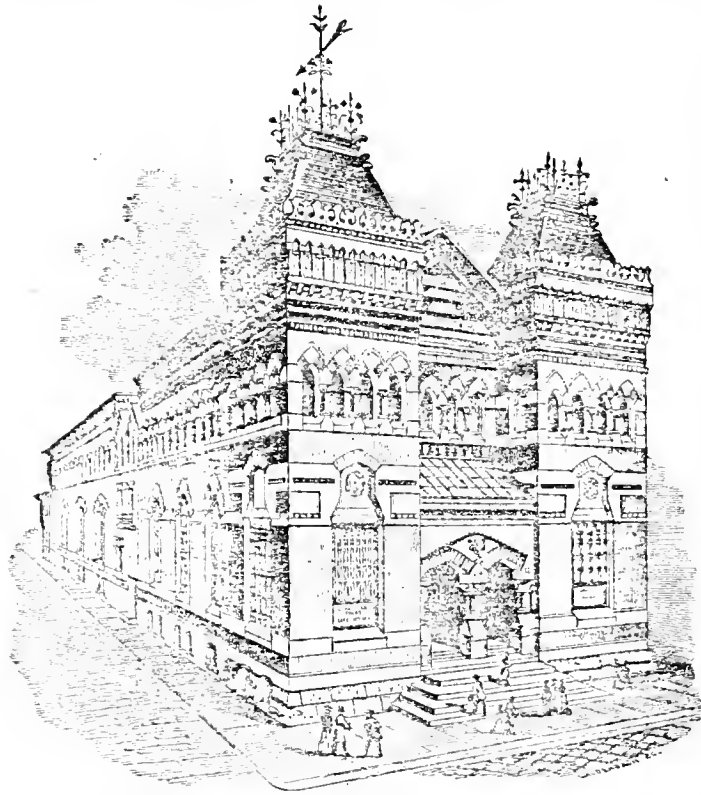
A. LEDIG & SON, Manufacturers of Silver, Nickel, Brass and Bronze Goods, Etc., No. 245 North Eighth Street.—This business was established fifteen years ago by Mr. A. Ledig, Messrs. R. A., and C. W. Ledig were subsequently admitted to the firm, all of whom are thoroughly expert and

practical manufacturers, fully conversant with every feature of this important industry, and the requirements of jobbers, dealers and the general public. The premises occupied comprise a commodious store 20x60 feet in area, with a spacious five-story factory in the rear 50x100 feet in dimensions. The various departments of the factory are fully equipped with the latest improved machinery, tools, apparatus and appliances, necessary for the systematic and successful conduct of this valuable and steadily increasing industry. Here 125 skilled operatives are employed, and the machinery is driven by a powerful steam engine. Their goods are unsurpassed for quality, finish and uniform excellence, and have no superiors in this city or elsewhere. All orders are promptly filled at the lowest possible prices, and their patronage extends throughout the entire United States. They are greatly respected in trade circles for their enterprise, skill and integrity, and their prospects in the near future in this growing industry are of the most favorable character. In conclusion we would add, that the influence exercised by this responsible house in the manufacture of metal goods has been of the most useful character, and those interested, establishing a connection with it, may always depend upon receiving prompt and liberal treatment, and such marked advantages in goods and prices, very difficult to be duplicated elsewhere.

MUSTIN'S ORIGINAL TRIMMING STORE, No. 1211 Chestnut Street.—A house that enjoys the prestige resulting from its age and the honorable methods that have marked its career since its inception long years ago, is the establishment of Mr. John Mustin, of No. 1211 Chestnut Street, and its prominent position as well as the fact that it is a conspicuous landmark in the commercial history of Philadelphia, entitle it to special consideration in this review. The business was founded in 1815 by Mr. John Mustin, and in 1829 he was succeeded by his son, Mr. John Mustin, Jr., the present proprietor, who has for the sixty years since conducted the enterprise with uninterrupted success, the trade of the house growing in a commensurate rate with the development of the city. The premises occupied for the business comprise a building having five floors and basement, dimensions of 25x125 feet. The stock carried embraces a complete assortment of trimmings, gloves, mitts, corsets, edgings, ruffings, collars, cuffs, zephyr, knitting yarn and silk, thread, needles, notions, fancy goods, and ladies' furnishings in immense variety, all the latest novelties and the newest fashions in this line being represented. The second floor has been fitted up recently for the sale of childrens' dresses and outside wraps, and has a pleasant sitting-room for customers. Orders are taken for all articles used by ladies and children and customers will be accommodated with prompt attention at any distance from the city. A large staff of clerks and assistants are employed, customers are waited upon courteously and promptly, and in every case they are assured the highest values and lowest prices. Mr. Mustin is a native Philadelphian, now in his seventy-sixth year, and he is one of the oldest and best known merchants in the city. He has ever been noted for his inflexible integrity, and honorable character, and justly enjoys the entire respect and confidence of his fellow citizens.

VIRGIL W. WALTER, Tin Roofing, Roofs Repaired, Roof Painting, Speaking Tubes, No 146 North sixth Street.—Mr. Virgil W. Walter is a representative of an important branch of industry extensively carried on in this city. He is a general tin and sheet metal worker, tin roofer, manufacturer of heaters, etc., and has been a practical workman in this line for the past quarter of a century. Eighteen years ago he started business for himself, and during this period, he has developed an extensive and first-class trade throughout the city and vicinity. His business premises consist of a basement 49x100 feet in dimensions, and here he has in use the latest improved machinery, tools and other appliances pertaining to the trade. Every description of tin, copper, and sheet iron work is executed to order, tin roofing is done, roofs are repaired and painted, speaking tubes are put up, and all kinds of kindred jobbing work promptly and satisfactorily attended to. Skilled and experienced workmen are employed in every department of the business, and all operations are conducted under the supervision of Mr. Walter, who guarantees the perfection of all work executed and prices fair and equitable.

GUARANTEE TRUST AND SAFE DEPOSIT COMPANY, Nos. 316, 318 and 320 Chestnut Street: Thomas Cochran, President; Edward C. Knight, Vice President; Harry J. Delany, Treasurer; John Jay Gilroy, Secretary.—During the last few years a class of institutions has sprung up in the United States, intended to meet the requirements of holders of property, for its better protection during life and its more certain and speedy transmission to heirs at death. These trust and safe deposit corporations not only receive money on deposit like banks, but also securities and other articles of value, and likewise rent safes in vaults absolutely burglar proof. Being corporations they never die. In connection with these remarks, special reference is made in this commercial review of Philadelphia to the reliable and representative Guarantee Trust and Safe Deposit Company, whose splendid building is located at Nos. 316-320 Chestnut Street. This company was duly chartered by special act of the legislature of Pennsylvania on the 24th of May, 1871, with a paid up capital of \$1,000,000. Under conservative and able management, it now has a surplus of \$950,000, and its total assets amount to upwards of \$5,000,000. The



company's building, speaking architecturally, is one of the finest in Philadelphia, and cost with its unrivalled vaults, \$700,000. The vaults are very extensive, and are absolutely impregnable to burglars and indestructible by fire. The Guarantee Trust and Safe Deposit Company undertakes the safe keeping of all kinds of valuables, rents safes, receives deposits of money at interest, collects interest or income, attends carefully to the execution of all manner of trusts, the management and settlement of estates as executor, administrator, assignee, receiver, trustee, guardian, agent or attorney, etc. Safes of all desirable sizes are rented at \$7.00 to \$125.00 each per annum. The largest safes have combination locks. With the smaller, each renter is furnished with keys—the only keys in existence that will unlock his safe. The locks to these safes are all different and are changed with every change of renter. Each safe has within it one or more tin boxes or cases, in which to place the valuables deposited, under lock and key, held by the renter. These boxes or cases are not to be opened within the vault, but must be removed to an adjoining room, fitted up with desks, screens, etc., where the owner, in perfect seclusion and privacy,

can examine his securities, cut off coupons, etc. A renter wishing to visit his safe, must be identified by the safe-keeper, who will always accompany him into the vault. Any renter may, at his option, appoint a deputy to act in his stead; but in case of his death, no one but his legal representative, duly authorized, can be permitted to have access to his safe—in order that the interests of heirs may be completely protected. For the accommodation of ladies who may become safe-renters, special provision is made, and separate apartments are fitted up for their exclusive use, with toilet room adjoining. Special accommodations are also provided within the treasury for committees and officers of insurance companies and other corporations, whereby an examination of securities can be made without the trouble and risk of removing the same from the deposit vaults, to and from their offices. Wills are kept without charge, receipted for, registered and delivered in strict accordance with instructions, trunks, boxes and packages of silverware, etc., are stored here for the summer or longer and security guaranteed at lowest rates. The company's cash department is a thoroughly organized banking institution, affording every facility to patrons, except the discounting of commercial paper. Loans, are made on approved collateral, and deposits received subject to check at sight, and interest allowed thereon, while the collection of notes, drafts, coupons, interest, etc., is made on favorable terms. Special deposits can be made and certificates issued at rates of interest to be agreed upon. The company also acts as agent for the transferring and registering or countersigning of certificates of stocks, bonds, or other obligations of any corporation, association, state or public authority. It also undertakes the execution of trusts in any state of the Union, all trust funds being kept separate from the assets of the company, and invested in the names of the parties for whose benefit they are held. This responsible company is guardian for upwards of 600 minors. The following gentlemen, who are highly esteemed in financial and business circles, for their prudence, executive ability and sterling integrity are the officers and directors. Thomas Cochran, president; Edward C. Knight, vice president; Harry J. Delany, treasurer; John J. Gilroy, secretary; Richard C. Winship, trust officer. Directors: Thomas Cochran, Edward C. Knight, J. Barlow Moorhead, Thomas MacKellar, John J. Stadiger, Clayton French, W. Rotch Wister, Alfred Fittler, J. Dickinson Sergeant, Aaron Fries, Charles A. Sparks, Joseph Moore, Jr., Richard Y. Cook. The president, Mr. Thomas Cochran, has held office since 1877. He is one of Philadelphia's public spirited citizens as widely known for his talents, as for the just manner in which he attends to the interests of patrons. Mr. E. C. Knight, the vice president; Mr. H. J. Delany, the treasurer; Mr. John Jay Gilroy, the secretary, and Mr. R. C. Winship, the trust officer, are able and experienced officers, with every qualification for their responsible positions. A thorough system of organization pervades the whole of the departments, and the efficient and prompt manner in which this extensive business is transacted, is in the highest degree creditable to the management. The company's establishment is open for general business from 9 a. m. to 4 p. m.; for deposits of money and payment of checks from 10 to 3 p. m.

J. J. WHILT, Manufacturer of Ladies' Wrappers, Basques, Aprons, Etc., No. 624 Arch Street, (Second Floor) and No. 248 North Front Street.—The house of Mr. J. J. Whilt was established eight years ago by the present proprietor and the trade has been steadily growing since the inception of the enterprise. The premises occupied consist of the office and salesroom, located at No. 624 Arch Street, and the spacious factory located at No. 248 North Front Street, employing a force of fifty efficient operatives. Mr. Whilt carries on active operations as a manufacturer of ladies' wrappers, basques, aprons, underwear and children's dresses of all kinds. The goods are made in the latest prevailing styles, of the best materials, and are unsurpassed by any similar merchandise obtainable in the market. An extensive stock is in all seasons carried, and orders are promptly filled. Mr. Whilt is a native of this city, and has always resided here.

SANFORD & COOK, Importers of Diamonds and Precious Stones: H. D. LeCato, Manager, Keystone National Bank Building, Room 11, No. 126 Chestnut Street.—Although but a comparatively short period in existence, the Philadelphia branch of Sanford & Cook, importers of diamonds and precious stones, No. 11 John Street, New York, whose office in this city, H. D. LeCato, Manager, is located at No. 126 Chestnut Street, Room No. 11, in the Keystone National Bank Building, proved a success that more than attests the wisdom that inspired the venture, to say nothing of the energy and ability displayed in its management. The widely and honorably known firm whose name heads this sketch was established something like a quarter of a century ago in New York, and on April 1, 1889, opened the Philadelphia branch, which from its inception has been a highly gratifying enterprise. Only thoroughly reliable and goods are handled, while all transactions are characterized by strictly upright methods, the house being conducted on sound and conservative business principles; and all orders for the trade are executed in the most expeditious and trustworthy manner. The quarters occupied as office and salesroom in the Keystone National Bank Building are located on the third floor, and are compact, amply and tastefully appointed, a splendid display being made. A large, varied and superb assortment is constantly kept in stock, embracing rich and rare diamonds, beautiful opals, exquisite rubies, choice specimens in onyx, sapphire, bloodstone, pearls and kindred gems in great variety; and the trade done here is of a very substantial character, and affords evidence of steady increase, the Philadelphia branch controlling the sales for Pennsylvania, southern and eastern New Jersey, Delaware, Maryland and the South. Mr. LeCato, the efficient manager in this city, is a gentleman in the prime of life and a New Yorker by birth. He is a man of thorough experience in this line, as well as energy and excellent business qualities, and prior to assuming charge here has been with the firm in New York.

ISAAC PURSELL, Architect, No. 119 South Fourth Street.—Prominent among the leading architects of this city who have made a special study of this ennobling art, is Mr. Isaac Pursell, whose offices are located at No. 119 South Fourth Street. This business was established in 1878 by Mr. Isaac Pursell, who was succeeded by Pursell & Fry in 1885, Mr. Pursell resuming business again on his own account in 1887, since which time it has been successfully conducted by him. Mr. Pursell is a thoroughly qualified and able architect who has evinced great skill and ability in the practice of his profession, designing and superintending the construction of many prominent buildings not only in Philadelphia but all over the United States. He has made a specialty of the building of schools and churches, of which he has constructed many, the following having been some of his work in Philadelphia: Centennial Baptist Church, Hurlburgh Reformed Church, Reformed Episcopal Church, corner of Twelfth and Oxford Streets; First Reform Church, Fifth Baptist Church, Christ Memorial Church, corner of Forty-third and Chestnut Streets, and the Cohoesink M. E. Church, and he has just made plans for the St. Matthews Lutheran Church, at Broad and Mt. Vernon Sts. and the Second Reformed Church, at Twenty-second and Chestnut Streets. Many of the buildings erected by this responsible architect are much admired for their beauty, while the elaboration of detail and care bestowed upon every department of the work reflects the utmost credit on the skill and judgment of this popular gentleman. Mr. Pursell transacts a general business, including all branches of the profession, and possesses commodious offices and draughting rooms where efficient assistants are employed. He is at all times prepared to give estimates and cheerfully furnish plans to meet the views of those intending to build. Mr. Pursell is a popular and prominent member of the Franklin Institute and the Philadelphia Chapter of the American Institute of Architects, and is highly regarded by the community for his integrity and ability.

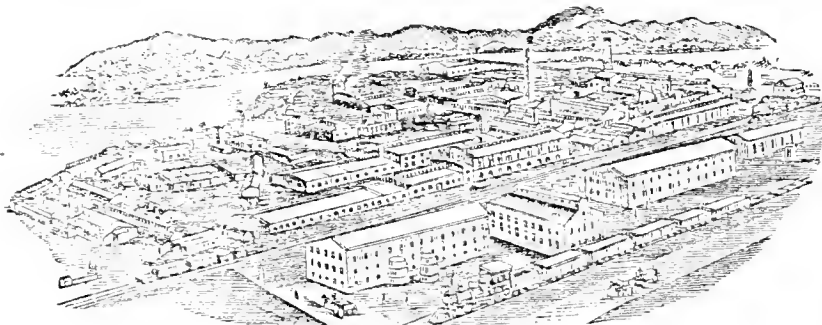
WAITE & VAN HARBINGEN, Engineers, No. 308 Walnut Street.—The rapid growth of the wealth and population of the United States during the last quarter of a century, has caused a demand for all kinds of public works, railroads, etc., requiring the highest qualities of engin-

ering skill and talent. In this connection, we desire to make special reference in this commercial review of Philadelphia, to the reliable and progressive firm of Messrs. Waite and Van Harbingen, engineers, whose offices are located at No. 308 Walnut Street. This business was established in 1855 by Messrs. George K. Waite and Martin Van Harbingen, both of whom are able and expert mechanical and civil engineers, fully conversant with every detail and feature of this important profession. The firm contract for and superintend the erection and construction of waterworks, railroads, bridges, viaducts, etc. They likewise promptly furnish plans and specifications for Siemens' regenerative gas furnaces, steel melting, heating, puddling, tube welding, zinc and chemical furnaces; also glass tank and pot furnaces, fuel and illuminating gas works, all of which are contracted for and built complete. Mr. Waite was connected with Siemens' American agency for nineteen years, and helped to build nine-tenths of the Siemens' furnaces now in operation in the United States. Mr. Van Harbingen was engaged as civil engineer with the Pennsylvania Railroad Company for many years, and is a popular member of C. E. Club of Philadelphia. Mr. Waite is a member of the American Society of Mining Engineers. Both partners are highly esteemed by the community for their ability and integrity, and no more reliable or successful engineers can be found in the ranks of the profession.

JOSEPH LUMLEY, Machinery, No. 114 North Third Street.—The best known headquarters for general machinery, engines, lathes and mechanical devices in this section of the city is the well stocked and largely patronized depot of Joseph Lumley, located at No. 114 North Third Street. In this establishment can always be found a complete and first-class assortment of everything in the line indicated, both new and second hand, while the lowest consistent prices prevail, and no pains are spared to render the fullest satisfaction to purchasers. Every article sold is warranted as represented, honorable dealing at all times prevailing here, and all orders receive immediate attention. This prosperous business was established at the present place in 1874, by the gentleman whose name heads the sketch, and from its inception the venture has proved a positive and permanent success. Mr. Lumley, who is agent for the Valley Machine Company, manufacturers of steam pumps, and for the File Foundry Machine Company of Ansonia, Conn., manufacturers of stone crushers, occupies a finely appointed and spacious first floor and basement as salesroom, and employs an efficient force of help. A large and varied stock is constantly carried, comprising light and heavy machinery of all kinds, steam engines and boilers; steam and hydraulic pumps, lathes and accessories, mill gearing, shafting, pulleys, hangers, etc., and the trade, which steadily improves, extends throughout Pennsylvania, New Jersey, Delaware, Maryland and adjacent states. He is a man of thorough experience in this line, as well as of energy and reliability, and has a complete knowledge of the business.

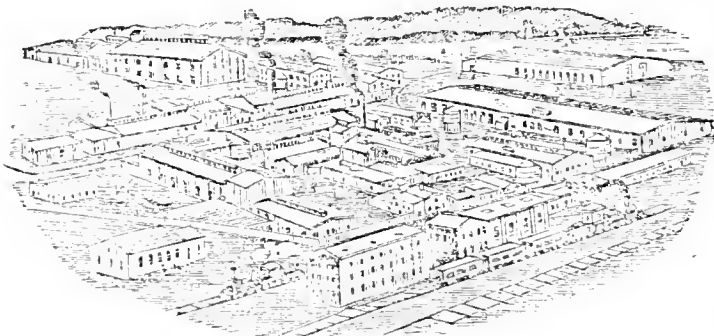
BOSTON & PHILADELPHIA STEAMSHIP COMPANY, Henry Winsor & Co., General Agents, No. 238 South Delaware Avenue.—Between Philadelphia and Boston the well known and reliable steamers of the Boston & Philadelphia Steamship Company have gained an excellent reputation for speed, comfort and safety. This company commenced running boats on this route thirty-six years ago, and the regularity of its steamers is proverbial. Messrs. Henry Winsor & Co., the general agents, are located at No. 238 South Delaware Avenue. The company's agent in Boston is Mr. E. B. Sampson, 70 Long Wharf, in Providence, Mr. Geo. A. Kilton, Ives Wharf, and Mr. H. J. Jonegan Derrick Wharf, Fall River. The following steam boats widely known and favorably regarded by the traveling public for their speed, safety and superior appointments carry passengers and freight for Boston, viz., Parthian, Spartan and Norman. The Saxon Aris and Catharine Whiting, for Providence and Fall River, carry freight only. For Providence: Every Wednesday and Saturday, at 12 noon, from Pier 23 S. Wharves; For Fall River: Every Wednesday and Saturday, at 12 noon, from Pier 23 S. Wharves; For Boston: Every Tuesday and Friday, at 12 noon, from Pier 20 S. Wharves, Foot Pine Street. Messrs. Henry Winsor & Co., promptly effect insurance and quote through rates for all points in New England. Mr. Henry Winsor is president of the company.

PENNSYLVANIA SALT MANUFACTURING CO., Manufacturing Chemists and Importers of Kryolith, No. 115 Chestnut Street.; T. Armstrong, President; F. P. Steel, Vice President; A. M. Parves, Treasurer.—This representative and widely known company was chartered by the Legislature of Pennsylvania, September 25, 1850, with ample capital. It was organized for the purpose of engaging in the manufacture of soda ash of commerce under the corporate name of the Pennsylvania Salt Manufacturing Co. This title was partially a misnomer, as the manufacture of salt was not the principal object of the organizers, but at that period there existed no law in the state under which a company could be incorporated for the production of chemicals. There was, however, a general manufacturing law containing a clause for the manufacture of salt and the products derivable therefrom, and under this clause the charter was issued, as soda is by a certain process a direct product from salt. The company's extensive works



NATRONA WORKS

are located at Natrona on the Pennsylvania railroad, about twenty-four miles from Pittsburg. The property purchased by the company contains coal in unlimited abundance, and a plentiful supply of salt water is obtained upon sinking wells. The works are admir-



GREENWICH WORKS.

ably equipped with the latest improved machinery, apparatus and appliances, necessary for the systematic and successful conduct of this important and steadily increasing industry. In their works, mines and quarries 1000 men are employed, who earn upwards of \$70,000 annually. The capital and surplus of the Pennsylvania Salt Manufacturing Co., now amounts to several millions of dollars. The company manufactures extensively sulphuric acid, soda ash, caustic soda, sal soda, bi-carbonate of soda, saponifer or concentrated lye, glauber salt, alum, copperas, chloride of calcium, nitric and muriatic acids, nitrate of lead, epsom salts and many other chemical compounds. In consequence of the great expense of the preparation of soda compounds by the old methods the company, in 1864, directed its attention to the mineral "kryolith," which is composed of sodium aluminium and fluorine. This mineral is found on the southwest coast of Greenland, and was first discovered by the Esquimaux. Nowhere else has it been found except in small quantities at Minsk, in the Ural mountains between Russia and Siberia. In Greenland it is a solid mass 600 feet long, 200 feet wide, and 100 feet deep. A fleet of the company's ice fortified vessels, built expressly for this trade, bring many thou-

sands of tons of this kryolith annually to Philadelphia, whence it is shipped by rail to the works at Natrona. To describe the company's machinery and apparatus in detail and the various operations, would require several columns. In short, the kryolith mills, calcining houses, leaching vats, buildings for carbonizing and crystallization, massive tanks holding 2000 tons of soda each, immense agitators, cast iron kettles weighing eleven tons each, leaden chambers containing 2000 tons of lead, platina stills costing over \$100,000, saw mills, box factories, forty steam engines and twenty-nine boilers, etc., all these constitute only a part of the valuable and extensive apparatus utilized in these immense works. Upwards of 200,000 tons of freight are handled annually by this mammoth industry. A branch of the company's works are situated in Philadelphia, where over \$1,500,000 is invested. At these works acids, alum and the famous Lewis lye are manufactured. This Lewis lye is powdered and perfumed, and packed in pound cans for family use, and is extensively useful in the household. In the company's copper and refining works at Natrona, Rio Tinto or Spanish and native ores are utilized. Natrona copper is a miracle of purity, and the silver invariably tests 999 fine. It has always been the aim of this reliable company to produce its goods on a scale and at a cost, that would insure uniform excellence, as well as cheapness. All wares, chemicals, etc., that bear the stamp of "Natrona," are always recognized and appreciated by the trade and public as standard productions, possessing all the qualities claimed for them by the manufacturers. These goods have no superiors in the home or foreign market, and the

reputation of the company for liberal and just dealing would be prized by the oldest commercial houses of the world. The company's central office is at No. 115 Chestnut Street, Philadelphia. At its works the company has erected several hundred substantial brick

buildings for the accommodation of its operators. There are likewise several school houses and churches, and great interest is taken by the officers to make the homes of the company's workmen pleasant and attractive. The existence of this grand industry in our midst, its struggles and successes are eminently suggestive. Under practical free trade, when the United States depended upon Great Britain for its supplies of alkali and alum, the cost to the consumer was from 200 to 300 per cent. greater than at the present day. The following gentlemen, who are widely and favorably known in financial and manufacturing circles for their enterprise, ability and honorable methods, are the officers and directors, viz: T. Armstrong, president; F. P. Steel, vice president; A. M. Parves, treasurer; R. Dale Benson, F. G. Wolbert, J. W. McAllister, J. S. Jenks and Thos. W. Sparks, directors; P. A. Bour, general manager; R. G. Ewer, superintendent of Natrona works; G. F. Bihn, superintendent of Greenwich works; principal chemists, G. F. Bihn, Otto Luthy and Robert Heerlein; chief metallurgist, Professor C. P. Williams. In conclusion, we would observe, that the prosperity of the Pennsylvania Salt Manufacturing Co. presents a forcible illustration of the material benefits arising from a federal policy affording protection to American industries, resulting in the development of the nation's wonderful resources, and in the creation of such great corporations as this one, thereby rendering the United States for ever independent of foreign manufacturers.

T. M. KNIGHT, Diamonds and Precious Stones, No. 10 South Eighth Street.—The steady and substantial increase of material wealth and advancement in refinement and education of the American people has developed a corresponding demand for rich and rare gems, especially diamonds for personal adornment. For ages past this rare gem has been held in the highest estimation of those who love jewelry, and the splendor of the finer stones has most certainly justified the preference. Among the most prominent and responsible houses en-

gaged in the handling of these goods in South Eighth Street, this city, may be mentioned that of Mr. T. M. Knight, dealer in and importer of diamonds and precious stones, whose finely appointed and well ordered office and salesroom are located at No. 19, that crowded thoroughfare, also at No. 13 Craven Street, London, and No. 3 Rue St. Roch, Paris, and no house in its line in this section of Philadelphia maintains a better standing in the trade. Mr. Knight is a Philadelphian by birth and education and thoroughly devoted to every interest looking towards its future welfare and advancement, while his establishment, which was founded originally in 1857 is the oldest house of its kind in the city, and from the date of its commencement has been continued with uniform and gratifying success, and has occupied the present location since 1877. Conducting the house on strict business principles, upright and honorable in his dealings and thoroughly conversant with the trade in all its branches, it is only in the nature of events that the house should have gained the popular hold on popular favor and patronage it enjoys. He occupies spacious and commodious quarters elegantly furnished and carries at all times a large and magnificent assortment of diamonds, rubies, pearls, sapphires, emeralds, and kindred gems in great variety, while polite and courteous assistants are in attendance, and the trade which is of a wholesale and retail character, extends all over the United States, and customers dealing here can rely at all times upon every representation made as to the character of the goods. Mr. Knight is an active and prominent member of Meade Post No. 1, G. A. R., Department of Pennsylvania, having served for three years in the 16th Pennsylvania Cavalry during the late civil war and Major on the staff of General Gregg of this state. He is an enterprising and energetic merchant and enjoys the highest respect and confidence of all with whom he has ever had any social or business relations.

WATSON & PEALE, Plumbers and Gas-fitters, No. 1707 Chestnut Street.—A house which has established the most enviable reputation for the superior character of its work as plumbers and gas fitters is that of Messrs.

Watson & Peale of No. 1707 Chestnut Street. They unite every possible qualification, including vast practical experience, perfected facilities, a thorough knowledge of the most advanced requirements of sanitary plumbing, and widespread influential connections. Both partners are practical sanitary engineers and master plumbers, who know what good, reliable work is, and insist on the best materials and skilled journeywork. The business was established in 1863 by Mr. Richard H. Watson, who early developed a growing trade, and continued to do a great deal of contract work for new buildings. In 1883 Mr. Fulton F. Peale came into co-partnership under the existing name and style. Mr. Peale became connected with the house in 1868, and has superintended the plumbing and gas fitting of many of the finest office buildings on Chestnut Street and elsewhere. Mr. Watson is the oldest sanitary engineer and practical master plumber in the city, having been in active business since 1851. The firm do the finest work only and some idea of it may be gathered when we state that they have put the plumbing in most of the city hospitals; the Bullitt building, Girard Fire Insurance building, Wood building, American Fire Insurance building, the Old Drexel building, the Scott mansion, the Stratford flats, Bank of the Republic, Guarantee Trust Company's building, and many others too numerous to mention. They are now doing the new Pennsylvania Trust Company's building, and put the plumbing in the old one also, the best of reference that their work gave perfect satisfaction. The firm occupy very large premises most desirably located. They occupy the entire three-story and basement building No. 1707 Chestnut Street, 19x120 feet in dimensions, where they have a large shop, and salesroom carrying a heavy and comprehensive stock of basins, pipe, sanitary plumbing materials of all kinds, etc. The firm are members of the master builder's exchange, and are popular and respected business men, the recognized authorities in their line who have ever retained the confidence of leading commercial circles.

M. H. PULASKI & CO., Manufacturers of Embroideries, Etc., No. 257 Chestnut St.—No review of Philadelphia's wholesale representative business houses would be complete without prominent mention being made of the reliable and progressive firm of Messrs. M. H. Pulaski & Co., manufac-

turers of embroideries, etc., whose office and salesrooms are located at No. 257 Chestnut Street. This business was established in 1871 and in 1883 the firm of M. H. Pulaski & Co. assumed control, the co-partners being Messrs. M. H. Pulaski, Louis Pulaski and S. and A. Meyer. The firm's factory, which is admirably equipped with special machinery and appliances is in Bruygen. The house at St. Gall, Switzerland, is carried on under the firm name of Pulaski & Meyer Feres. The business in Philadelphia is under the able and careful management of Mr. M. H. Pulaski, who has had great experience and is thoroughly conversant with every detail of this steadily growing industry and the requirements of the American market. Messrs. M. H. Pulaski & Co., manufacture and deal largely in embroideries of all descriptions, which are shipped direct from St. Gall to the firm's house in Philadelphia. These goods are unrivalled for quality, elegance of design, finish and uniform excellence, and have no superiors in this country or Europe, while the prices quoted for them in all cases are exceedingly moderate. The premises occupied in Philadelphia comprise four spacious floors, each being 24x130 feet in dimensions, where are employed from thirty to sixty hands for handling samples, etc., outside of the clerical force required. Mr. Pulaski was born in Hungary, but has resided in Philadelphia for the last twenty-four years, where he is highly regarded in trade circles for his ability, promptness and just methods. The trade of this responsible house extends throughout all sections of the United States and is steadily increasing owing to the superiority of its productions, which are great favorites with the trade and public wherever introduced. Mr. H. Pulaski is the inventor and patentee of the "Magic Edge Embroidery" which has already attained a large and rapid sale and is in demand by all first-class dealers and consumers all over the country for its durability and superiority above all others. It saves both time and trouble of cutting out edges and protects the latter from fraying out in the washing and is guaranteed to last twice as long as if cut out by hand. This convenient and valuable trimming will be found for sale at all first-class dealers everywhere and is a general favorite wherever introduced.

A. A. BOCKIUS & CO., Importers and Jobbers in China, Glass and Queensware, No. 1009 Market Street.—An old established and representative Philadelphia concern engaged in the wholesale china, crockery and glassware trade is that of A. A. Bockius & Co., of No. 1009 Market Street, which for a period of forty-three years has maintained a leading place in its line. This is in fact, one of the oldest as well as one of the largest and foremost houses devoted to this branch of mercantile activity in the city, and fully sustains its well deserved reputation for fine goods, and honorable dealing. The firm are importers and jobbers of china, glassware, queensware, lamps, etc., and show at all times an exceedingly fine assortment, every department being replete with the latest novelties, while the trade, which is very extensive, grows apace with years. This widely known and popular house was founded in 1846 by Bockius & Gorgu, who were succeeded in 1863 by C. R. Bockius & Bro., the firm name again changing in 1876 to Bockius & Mullison, and under this style the business was carried on up to 1883, when they were in turn succeeded by A. A. Bockius & Co. by whom it has since been continued with uninterrupted prosperity. The emporium occupies an entire five-story and basement building, 85x125 feet in dimensions, and is tastefully appointed and excellently arranged throughout, a splendid display being made, while a large staff of clerks and salesmen are employed. A vast, varied and superb stock is constantly carried, comprising beautiful tea sets, and imported china in unique designs and delicate finish, exquisite vases, decorated ware and art pottery in great variety, magnificent cut and blown glass, including hotel, bar and table ware; handsome lamps, shades, globes, etc.; every thing in the line of crockery and queensware, art novelties, bric-a-brac and an art collection of ornamental articles for household decoration; and altogether, both in the wholesale and retail departments, a flourishing business is done, the trade of the firm extending all over Pennsylvania, New Jersey, Delaware, Maryland, Ohio, Virginia and West Virginia. Mr. A. A. Bockius, who is the sole member, the "Co." being nominal, is a gentleman in the prime of life and a native of this city, well and favorably known in mercantile and social circles.

HAROLD R. LEWIS & CO., Manufacturers and Sole Proprietors of "Lardoline" Lubricating Oils, also of Cordage and Binder Twine, No. 115 North Second Street; Factory, Corner Division and Thompson Streets.—The trade in lubricants is one of the highest importance, directly affecting as it does every industrial interest in the land. In no one item of supply is quality and purity of such necessity, for an inferior lubricant is dear at any price speedily destroying the machinery it is used upon. It is thus matter for congratulation that the enterprising house of Messrs. Harold R. Lewis & Co., have introduced to the public their famous "Lardoline" cylinder and machinery oils, and "Peerless" spindle oil, which have within a couple of years attained a consumption of enormous magnitude. Mr. Lewis is a native of Philadelphia, very widely and favorably known, and who in 1835 engaged in the manufacture of cordage upon an extensive scale. The "Victoria Cordage Works," as this establishment was known, early became noted for the superiority of its product, and a trade of wide extent was developed. Mr. Lewis has produced in "Lardoline," the finest general lubricant known to the trade. It has every possible qualification, and is pure and absolutely devoid of grit, acid or injurious ingredients. The enormous and rapidly increasing sales of "Lardoline" cylinder and machinery oils indicate how superior they are to all others in the market. They are now in use on railroads, and steamer lines; in our largest mills, factories, engine rooms, etc. The firm likewise manufacture the "Peerless" spindle oil, and the "Peerless" leather oils, and are remaners of French Degras which has supplanted the imported article, all of these goods being of the highest standard of excellence, and in great and growing demand. These are all staple brands, kept up to the highest grade and are the most satisfactory in use of any offered to the trade. The firm are also sole agents for the famous Frazer axle grease. The cordage works are situated corner of Division and Thompson Streets, and are extensive, fully equipped with the latest improved machinery and appliances, run by steam power, and affording employment to upwards of eighty hands in the manufacture of full lines of cordage and binder twine. These are goods of exceptional merit, produced from the best materials and warranted to in every respect afford entire satisfaction. Mr. Lewis' warehouse at No. 115 North Second Street is three floors and basement in height, and twenty-five feet by one hundred in dimensions, where is carried a very heavy stock of lubricating oils and cordage, and from which the trade of a wide area is supplied. Mr. Lewis is represented by three traveling salesmen, and his goods are in demand both east, west and south. Mr. Lewis is a popular and public spirited citizen and an ardent lover of outdoor sports, and as president of the Philadelphia Bicycle Club, is greatly promoting the popularity of this means of recreation and exercise. His commercial methods are straight forward and honorable; his policy is one of enterprise and ability, and he is worthy of the large measure of success attending his commercial career.

THOS. H. MCCOLLIN & CO., Photographers' Supplies, No. 635 Arch Street.—Philadelphia is noted among its other advantages as being a great and leading centre for the trade in photographic supplies of every description, the representative house in this line being that of Messrs. Thos. H. McCollin & Co. The business is the oldest of its kind in the United States, having been founded in 1830. In 1846 Mr. Dabbs became proprietor, and was succeeded by Mr. J. Harworth. Twenty years ago Mr. McCollin became sole proprietor, and during the intervening period, great advances in photography have been made, adding both to the volume and scope of the trade in the most wonderful degree. In every department and branch of the business Mr. McCollin has ever maintained the lead, manifesting a most progressive policy, and establishing widespread relations of the most influential character. In 1857 he took into co-partnership Mr. A. E. Maris, under the existing name and style, and the firm to-day is in every way an exponent of the best equipment and materials and the greatest progress in the photographic art. The building occupied is 20x150 feet in dimensions, four floors and basement in height, and handsomely fitted up throughout. Messrs. McCollin & Co., are both manufacturers and importers upon the most extensive scale, as well as publishers, being the proprietors of the leading magazine of photography in the United States, the American Journal of Photography, a monthly periodical edited by a practi-

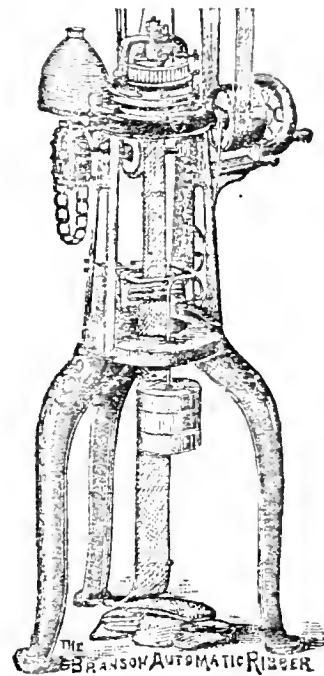
cal photographer and chemist, and supported by contributions and papers from the pens of the ablest experimenters in the science. The magazine has a deservedly wide circulation and has received the highest encomiums both at home and from abroad. As manufacturers Messrs. McCollin & Co., are widely known. They have great celebrity for certain specialties, among which is their wonderful compound known as blitz-pulver, which is driving all other preparations out of the market, being the most effectual and cheapest agent yet discovered for the production of flash light for photographing at night. The brilliant results which have been secured by its use in obtaining pictures of interiors, dark mines, caverns etc., as well as most exquisite portrait work have made it exceedingly popular. Gallery outfits are a specialty, and the firm offers the most substantial inducements both as to price and quality. The limits of this article prevent any attempt at a description of this immense and comprehensive stock, which includes a vast variety of the latest improved cameras, lenses, accessories, etc. Among the cameras are McCollin's gem, card and universal camera boxes; Chicago card camera; imperial card or cabinet portrait box; "Success" camera, with the tangent screw movement, the Compact View Success camera; etc. In amateur outfits, the house leads in extent and variety of styles, adapted to every requirement and at all prices from \$9.00 up. Among specialties are the popular climax detective camera, and Gray's vest camera, worn under the vest, the Kodak and Lilliput, etc, while in albumen paper, chemical outfits and printing outfits it has a wider range and more carefully selected stock. In lenses will be found full lines of Dallmeyer's, Morrison's, and Darlot's manufacture. The firm promptly fills orders for photographic enlargements for crayons, India ink, pastel and water colors. McCollin's outfit for photography with the microscope is another specialty, while in every branch of photography, the equipments supplied are the best and most perfect. Mr. McCollin was born in this city, and is a popular and respected business man, who has ever retained the confidence of leading commercial circles and is a worthy exponent of his branch of trade. Mr. Maris is likewise very widely and favorably known, and the house does a prominent business of great and growing magnitude all over the United States.

SEAVEY, FOSTER & BOWMAN, Agents for the Eureka Silk Manufacturing Co., Manufacturers of Hand and Machine Silks, Silk and Mohair Bindings, Cotton and Linen Threads, No. 728 Arch Street.—In the manufacture of silk, one of the oldest, as well as most extensive and best known exponents of the industry in this country is the Eureka Silk Manufacturing Company, whose mills are located at East Hampton, Conn., and Canton, Mass., and who are represented in this city by Messrs. Seavey, Foster & Bowman, at No. 728 Arch Street. This company are nationally famous as manufacturers of hand and machine silks, silk and mohair bindings, cotton and linen threads, and among their most popular specialties are Eureka knitting silk, Eureka zephyr embroidery, Eureka rope embroidery, Eureka filling floss, Eureka etching silk, Eureka filosene, and Eureka plain embroidery silk. The business has been in successful operation for fifty years, and the Philadelphia house was first opened in 1830, under the personal management of Mr. George C. Oaks, member of the firm, who is the resident partner here, while Messrs. F. A. Foster and J. A. Bowman represent the company at No. 104 Arch Street, Boston. The mills of this company give employment to some 1,500 operatives, and the output is one of colossal magnitude and importance. The Philadelphia house holds the agency of the company in Pennsylvania, Delaware, Ohio, West Virginia, the eastern shore of Maryland and the South, and has an immense trade with jobbers throughout this extensive territory. The goods in all lines are of a superior character, rarely equalled and widely preferred over all others as representing the highest standard in quality and finish. Another important item in connection with the conduct of the business is that the preparation is so thorough that goods of the finest and most reliable quality are produced at the minimum of cost, and are placed to the trade on the most attractive terms. All experts in knitting, art embroidery, etching, etc., prefer the Eureka silk, while all who desire pure silk and fast colors for any purpose find the Eureka superior to all others. Orders are filled with care and dispatch, and customers are granted every possible advantage.

THOMAS M. LOCKE, Dealer in Carpets, No. 939 Market Street.—Handsome carpets, rugs, and other floor coverings are regarded properly in these modern times as but parts of a harmonious whole in considering the various articles which constitute household furnishings and interior decorations. The product of the carpet looms of to-day are works of art, and these now almost indispensable articles for covering our floors, are confined no longer to the homes of the wealthy, as the economy of steam production has placed them within reach of all who are provident. A popular and prosperous house engaged in this line of merchandise, both wholesale and retail, is that of Thomas M. Locke, dealer in carpets, whose fine warehouses are so centrally and eligibly located at No. 939 Market Street, second door below Tenth Street on the north side, which has attained a wide-spread reputation for the excellence of its goods and straightforward business management. Mr. Locke was born in Gloucester County, New Jersey, not far distant from Philadelphia, and after acquiring a thorough knowledge of this trade in all its various branches inaugurated this enterprise on his own account in 1833, and the business has been growing in popularity and importance ever since the date of its commencement. The premises occupied are spacious and commodious, comprising a substantial four-story marble building, and furnished with all modern conveniences that good taste and enterprise can suggest for the successful prosecution of the business. The entire establishment is fully stocked, the assortment embracing all the leading novelties in carpets, seasonable and latest designs in moquettes, body brussels, double faced brussels, tapestry brussels, ingrains, full line of art squares, druggets, three ply; also drugget, felt, linen and cotton crumb cloths, oil-cloths, hmoleum, china, napier and cocoa mattings, imported rugs and mats, etc. These goods are received direct from the manufacturers and importers, and as to variety, quality and price his stock is unsurpassed by any similar concern in this section of the city, while the trade which is both wholesale and retail extends throughout this city, state and adjoining states of New Jersey, Delaware and others. Patrons receive their goods at factory prices which are furnished from the stock on hand here or shipped direct from the factory. The close connections which he has established with producers and importers, in connection with his unsurpassed facilities enables him to offer inducements to purchasers that would be very difficult to obtain elsewhere. Mr. Locke is a merchant of recognized ability, industry and integrity, for which he commands universal respect in social and commercial circles, and the success he has achieved is justly merited by his untiring perseverance. Mr. Locke is also prominent in civil and political affairs, having served as Commissioner of Philadelphia County for two terms, also as school director in Philadelphia for a number of terms. He was a prominent member of the G. A. R. and is president of the Odd Fellows' Cemetery Company. He was also a member of the New Jersey Legislature and has filled these important positions with honor to himself and his constituents.

JAMES L. BRANSON, Manufacturer of the New Branson Knitting Machines, Automatic Ribbers, Etc., No. 612 Arch Street.—A branch of trade of a very meritorious character in Philadelphia, is that of the manufacture and sale of knitting machinery. In this connection special attention is directed to the representative and reliable house of Mr. James L. Branson, No. 612 Arch Street, manufacturer of the famous new Branson knitting machines, automatic ribbers, and automatic fancy ribbers. This business was established in 1830 by Mr. J. C. Branson, who is a thoroughly practical machinist and inventor, fully conversant with every detail and feature of knitting machinery and the requirements of manufacturers and others. The factory, which is fully supplied with special tools and machinery, is situated on Race Street. The "Branson knitter" has met with unbounded praise, wherever shown or used. It won the highest award at the Centennial for "simplicity of construction, good workmanship and fitness for purposes intended," and likewise at the American Institute, New York City, for "its extremely simple construction." This splendid knitting machine has now been greatly improved, and is presented to the trade and public for further favors. As a matter of fact, and in proof of the simplicity, durability, and entire practicability of this machine, it may be stated, that they are now operated by boys ranging from the ages of nine to fifteen

years, where they are required to make twenty-eight pairs of men's socks in each day's work of seven hours. A common day's work by an adult operator is from forty to sixty pairs of socks or ladies' full hose of either cotton or wool. In the operation of the machine the heel is made so that not a single stitch is added by hand, and the toe with only two minutes' work with the needle. To produce this result no complication is added to the ordinary tubular knitting machine, and in this operation no taking off or putting on of the stitches is required, either in heel or toe. The stitch is the same as made on the ordinary knitting needles, only more even and perfect. It will knit any yarn that can be knit by hand. Mr. Branson promptly fills orders at extremely low prices, and his trade extends not only throughout the entire



United States and Canada, but also to all parts of the world. The proprietor was born in Indiana, but has resided in Philadelphia for the last fourteen years, where he is highly esteemed by the community for his mechanical skill, enterprise and integrity. The Chicago branch is located at No. 221 Fifth Avenue.

STEINMAN'S BONNET BLEACHERY, No. 54 North Seventh Street.—The business interests in North Seventh Street are a singularly varied and highly important character. There is scarcely an industrial pursuit that can be mentioned which is not more or less conspicuously represented in the above named locality, and on a scale of considerable magnitude. The bonnet and hat bleaching trade is one of these interests, and it has an energetic and excellent representative in the person of Mr. George W. Steinman, of No. 54 North Seventh Street. This gentleman was born in the city, and in the last two years of the civil war served as a private in the ranks of the 183d Union League Pennsylvania Volunteer Infantry, and was one of the youngest soldiers of the regiment. He has had a long practical experience as a bonnet and hat bleacher, and the business which he now controls was originally founded in 1830 by Mr. Henry Bireh, whom he succeeded as proprietor in 1885. The premises occupied for the business are commodious, and all the improvements that have been devised of late years for securing greater efficiency and perfection in bleaching operations, are in use here. From three to five experienced hands are employed, and a speciality is made of the execution of the finest class of work, for the straw hat and bonnet trades as well as for private individuals. A large patronage is drawn from all parts of the city, and thorough satisfaction is guaranteed, while the prices are as low as is consistent with good work.

THE INVESTMENT COMPANY, of Philadelphia, No. 310 Chestnut street.—The city of Philadelphia has every reason to be proud of its numerous wealthy banking and financial corporations, conducted as they are on such a thoroughly sound and conservative basis. Their importance as a means of contributing to develop the resources of not only Pennsylvania but of the country at large cannot be doubted, while their solvency and rapidly increasing volume of business are guarantees of the prosperity of the financial and industrial interests of the city and state. One of the most substantial and progressive financial corporations of Philadelphia is the Investment Company, whose offices are centrally located at No. 310 Chestnut Street. This company was duly organized under the laws of Pennsylvania in 1886 with a paid up capital of \$2,000,000. In 1887 its capital was increased to \$4,000,000 full paid, and after paying regular dividends to stockholders about \$400,000 has been placed to the credit of undivided profits. Its career has been a very successful one highly creditable to the conservative ability and prudence of its management. The Investment Company of Philadelphia is ably officered, and its board of directors and advisory committee of stockholders are more than usually prominent and popular in financial and business circles. The list is as follows: William Broekie, president; Henry C. Gibson, vice-president; Henry M. Hoyt, Jr., treasurer; Ethelbert Watts, secretary. Board of directors: William Broekie, George S. Pepper, Marton McMichael, Wharton Barker, Henry C. Gibson, T. Wistar Brown, Isaac H. Clothier. Advisory committee of stockholders, William Potter, George M. Troutman, William Pepper, M. D., John G. Reading, Joseph E. Gillingham, Henry E. Smith, Craigie Lippincott, John Wanamaker, Hamilton Disston, Clayton French, William Wood, Walter Garrett, John Harrison, Edward H. Coates, Conyers Butten. The company conducts a general banking business and allows interest on cash deposits, subject to cheque, or on certificates. It solicits the accounts of banks, bankers, corporations, firms and individuals, and buys and sells bills of exchange, drawing on Baring Bros. & Co., London; Perier Freres et Cie, Paris; Mendelssohn & Co., Berlin; Hope & Co., Amsterdam, and others. The Investment Company also issues Baring Bros. & Co.'s, circular letters of credit for travelers, available in all parts of the world. It likewise negotiates securities, railroad, state, municipal, etc., undertakes the registration and transfer of stocks and bonds payment and collection of dividends, coupons and interest, and also acts as financial agent for individuals, municipalities, railroad and other corporations. The company also offers for sale first class dividend paying investment securities, and guarantees entire satisfaction to patrons. In fact it utilizes every modern system, which in any way tends to benefit financial transactions, and extends to its customers every possible facility and convenience. The company transacts a considerable amount of its Philadelphia business through the First National Bank, Farmers' and Mechanics' National Bank, the Philadelphia National Bank and the Central National Bank of Philadelphia. The president, Mr. William Broekie is a director of the Philadelphia National Bank, a director of the Lehigh Valley R. R. and president of the Maritime Exchange. Mr. H. C. Gibson, the vice president is a director of the First National bank, and also of the Fidelity Trust Company. Mr. H. M. Hoyt, Jr., treasurer, and Mr. Ethelbert Watts, the secretary, are able and honorable bank officers, eminently qualified for their important positions. In conclusion we would add, that the Investment Company of Philadelphia by a just and conservative course has secured a leading position among the solid and responsible financial institutions of the United States, and fully merits the entire confidence of the community.

INDEPENDENCE NATIONAL BANK OF PHILADELPHIA, No. 430 Chestnut Street.—The city of Philadelphia has every reason to be proud of its numerous wealthy banking corporations, conducted as they are on so thoroughly sound and conservative a basis. Their importance as a means of contributing to develop the immense resources of not only Pennsylvania, but of the country at large cannot be doubted, while their solvency and rapidly increasing volume of business are guarantees of the prosperity of the financial and industrial interests of the city and state. Prominent among the leading banks of Philadelphia, is the Independence National Bank, whose banking

offices are centrally located at No. 430 Chestnut Street. This bank was duly incorporated under the national banking laws in 1883, and its career has been a very successful one, highly creditable to the sound conservative judgment and executive ability displayed in its management. The paid up capital of the Independence National Bank is \$500,000, which has been further augmented by a surplus and profits of \$123,347.10. The bank conducts a general business, and receives upon favorable terms the accounts of banks, bankers corporations, merchants, manufacturers and others. It issues sight drafts upon all the principal cities and points in the United States, grants letters of credit, makes telegraphic transfers of money, negotiates and collects bills of exchange, discounts first class commercial paper, etc. The bank makes a specialty of collections and prompt remittance of amounts received at a minimum of cost. The management is progressive, and neglects no point of efficiency demanded by modern commercial practice, and at the same time carefully guards the interests of its depositors, scrupulously protecting them against possibility of risk. The bank is ably officered, and its directors are more than usually popular and esteemed in financial circles. The list is as follows: R. L. Austin, president; George W. Blabon, vice president; Theo. E. Wiedersheim, cashier. Directors: Charles Lennig, of Charles Lennig Company, (limited.) chemicals; George W. Blabon, of George W. Blabon & Co., oil cloth manufacturers; Jacob G. DeTurck, of Brown, DeTurck & Co., wholesale upholstery goods; William B. Scott, of John Scott & Sons, coal miners and shippers; Philip Jagode, of David Scull & Co., wool merchants; Simon B. Fleisher, of S. B. & B. W. Fleisher, manufacturers of yarns and woolsens; George Fales Baker, M. D.; John Sailer, of Sailer & Stevenson, bankers; James F. Sullivan, of Sullivan Bros., wholesale notions; Charles H. Dungan, of Bowen, Dungan & Co., wholesale millinery goods; George W. Bremer, of Lewis Bremer's Sons, wholesale tobaccos; Charles J. Harrah, Jr., vice president Midvale steel works, and R. L. Austin, the president. The statement issued, January 31, 1889, shows the affairs of the Bank to be in a highly satisfactory and substantial condition. The principal correspondents of the bank are the Chemical National Bank, N. Y.; National Bank of the Republic, N. Y.; Suffolk National Bank, Boston; National Bank of Illinois, Chicago; First National Bank, San Francisco; Union National Bank, New Orleans.

MILTON PHILLIPS, Wholesale Manufacturer of Ladies', Misses' and Children's Fine Shoes, Slippers, Ties, Etc., No. 419 Arch Street.—The history of the progress and development of the shoe manufacturing interests during the past half a century, has few parallels. This branch of trade has grown to vast magnitude, while the improvements effected in the goods produced has been equally worthy of note, especially so in regard to fine female foot-wear. In this connection special mention ought here be made of the productions of Milton Phillips, wholesale manufacturer of ladies', misses' and children's shoes, slippers, etc., No. 419 Arch Street, which have secured an enduring hold on popular favor all over the country owing to the uniformly high standard of excellence at which the same are maintained. The goods manufactured by Mr. Phillips are noted for their general merit, being made of the best, carefully selected material, and by expert workmen, while in the matter of neatness of design, shape and comfort they are conceded to be the *ne plus ultra* in female and children's fine foot-wear. This widely known and flourishing concern, which is one of the oldest and leading enterprises of the kind in the city or state, was established something over thirty-seven odd years ago by Cyrus Phillips (father of the present proprietor), who conducted the business alone up to 1868, when he took into partnership his son Milton Phillips, who about eight years since assumed sole control. The factory and salesroom occupy three commodious floors, and are completely equipped with all needed facilities, while from forty to fifty hands are employed. The productions include ladies', misses' and children's fine hand and machine-sewed shoes, slippers, ties, etc., in all sizes, widths, styles and designs, of which an extensive assortment is always carried in stock; and the trade of the house, extends throughout the United States. Mr. Phillips, who is a gentleman in the prime of life and a native of this city, is a man of energy and business ability, as well as practical skill and experience, and is thoroughly conversant with the wants of the trade.

ROBERTS, TAYLOR & CO., Manufacturers of W. D. Roberts Sr's., Hard and Long Wearing, Fire and Water Proof Paints, Celebrated Blackboards, Etc., No. 129 North Sixth Street.—A representative and widely known house extensively engaged in the manufacture of hard and long wearing fire and water proof paints and black boards, etc., is that of Messrs. Roberts, Taylor & Co., whose office, salesrooms, etc., are located at No. 129 North Sixth Street. This business was established sixteen years ago by Mr. W. D. Roberts, Sr., who deserves great credit for his perseverance and industry in building up a business without any capital and with only part of the house that he was living in to do his manufacturing, soliciting orders through the day and making up the goods at night. As business increased he rented larger space, until some time ago he associated himself with Mr. Wm. E. D. Taylor. They now occupy a large building, three large floors of considerable depth, located at No. 129 North Sixth Street, and have built up a liberal and permanent patronage in all sections of the United States from Mexico to Canada, and as far west as California. The firm make



a specialty of manufacturing W. D. Roberts, Sr's. hard and long wearing, fire and water proof paints, also W. D. Roberts, Sr's., improved black boards and surface slating. Their marvelous paint when applied to metals, stone, brick or wood immediately solidifies and becomes as hard as iron and it forms a coating, which is not affected by fire or water, and remains, therefore, unaltered under all the vicissitudes of the weather. Brick, wood, paper, etc., when painted with their water proof paint and placed in water for months will not absorb a drop of water and the fire proof paint is not affected by a flame of fire or red hot coals. Their unequalled roofing paint is guaranteed for ten years and some remarkable tests are made with it. Take a piece of tin coated on one side with their celebrated roofing paint and the other side with other best roofing paint and hold it over a flame of fire (their paint in the fire) and then put it into water, it will be seen, that the heat going through their paint and the tin, will blister and burn off the other paint, while their paint will be found as good as at first, showing that the sun, heat or cold will have no effect on it. These splendid paints penetrate into the finest pores of all materials to which they are applied, whether brick, stone, canvas or wood. They exclude dampness, and resist the action of fire or water, salt air, acids, gases, vapor or steam. The firm guarantee them for five years and promptly supply the trade with the paint, which has a remarkable covering capacity, ready for use. The firm's black-boards and slated surface have a reputation superior to anything ever offered, owing to the finish being such as will admit of a fine, sharp, clear mark being made with either chalk or slate pencil, and likewise with the additional advantage over all other makes, that the surface will stand the use of sponge and water. These black-boards, some in use over fifteen years, were, on their own merits, without personal representation, awarded the first premium over three competing makes at the Pennsylvania State Fair, 1885 and 1886. The firm take contracts for coating new and re-coating old walls and boards in school houses, colleges, etc. They have executed large contracts for their special process in the Philadelphia boys' high school and other largest and best institutions in and near Philadelphia, also have bonafide testimonials from many of the largest institutions as well as from largest jobbers in those goods. The bulletin boards at the "Times" office, Eighth and Chestnut Streets

and in front of the "Evening Bulletin," 707 Chestnut Street, were made by this firm, and till long felt want over the old troublesome and unsatisfactory paper pasting. Messrs. Roberts & Taylor are highly esteemed by the community for their enterprise, business capacity and integrity and honest liberal dealings, and their prospects in the near future are of the most favorable character. Their catalogue which is unusually interesting and instructive will be mailed on application.

JOHN B. MORLEY & CO., Custom Tailors, Eighth and Chestnut Streets.—The leading and largest custom tailoring establishment in Philadelphia is that of Messrs. John B. Morley & Co., whose premises are so centrally and prominently located at the corner of Eighth and Chestnut Streets. The business was founded on February 17th, 1857, by Messrs. Geo. A. Castor & Co., Mr. J. B. Morley being Mr. Castor's co-partner. New methods, marked enterprise, exquisite taste and good judgment in selection of cloths and wooleens, coupled with fashionable tailoring done at lowest prices, speedily secured to the firm an enormous and growing patronage. Eventually Mr. Castor's immense stores in New York and Boston requiring all his time, he retired, and Mr. Morley has since ably and successfully carried on the business, and his facilities were so taxed in the first store occupied, that he added on the corner store in 1880, thus securing premises, 45 by 100 feet, elaborately fitted up with all conveniences, and decidedly the most spacious and attractive custom tailoring emporium in the city. The upper floors of the building, four stories in height, are devoted to the making of the garments, as measured to order below. Some idea of the magnitude of the business done may be gathered, when we state that on an average in the busy seasons from 300 to 400 journeymen tailors are employed. Mr. Morley was born in New York, and has been in business off and on in Philadelphia for the past 24 years, and is a recognized authority and expert. Fashionable tailoring is here conducted upon correct principles. Mr. Morley imports and offers to his customers only the finest goods (in the piece). He is always the first with the new styles, and new seasons' offerings, and displays all the latest novelties in patterns, shades and textures. The best classes of Philadelphia society secure their garments here. Each figure is made a study so as to best meet its contour, and to secure graceful, easy fitting garments, gratifying the wearer, both as to style and marked durability. The prices, perfection and quality considered, cannot be duplicated elsewhere, and the largest business of the kind in the city is being conducted here on the sound basis of efficiency, integrity and equity. Mr. Morley is a popular business man, who has ever retained the confidence of leading commercial circles, and is one of America's leading representatives of the highest advances in the merchant tailors' art.

BENTON & BROTHER, Gold Pen Manufacturers, No. 625 Chestnut Street.—It was away back in 1852 that Messrs. Benton & Brother laid the foundations of the gold pen manufacturing concern, at No. 492 Chestnut Street, and later removed to No. 625 Chestnut Street, which has ever since been conducted in their name. The founders were Messrs. C. C. and William Benton, both of whom are dead. In 1858 the business passed into the hands of Mr. L. J. Garrett, who conducted it until his death in 1874. Since then it has been continued by his widow, Mrs. L. J. Garrett, who is aided in the management of the enterprise by skilled and experienced workmen. Commodious premises are occupied and gold pens of all kinds are made to order or repaired. This house has gained a widespread popularity for the uniform excellence of its gold pens, and from the outset the utmost perfection of workmanship has been aimed at. The manufacturing department is equipped with the latest improved and perfected labor saving machinery in existence in this trade, and none but the most skillful and progressive workmen are employed. The leading bankers, brokers, merchants and insurance men all join in expressing their high opinion as to the merits and permanent usefulness of the gold pens sent out from this establishment. The house also manufactures fountain and stylographic pens, and a full line of novelty pencils in solid gold, plated, ivory, pearl, silver, rubber and celluloid mountings. A full and complete stock of pens, stylographic pens, pencils, of all makes is constantly kept on hand, gold and fountain pens being made a specialty of.

JER. SMITH & BRO., Vessel Owners and shipping Agents, No. 7 Market Street.—An important feature of the commercial activity and enterprise for which Philadelphia has always been credited, and one which has borne a prominent part in rearing its vast business, wealth and prosperity, is its multifarious shipping interests. Of the many individuals and firms who have been instrumental in building up and fostering the maritime business that has been the stepping stone to the city's greatness, no one house has done more or been more active than the great shipping firm of Jer. Smith & Bro., whose commodious and busy offices and exchange are located at No. 7 Market Street, in the heart of the shipping trade of the city. The business which is so ably represented by this active and respectable firm was established in 1858, by Mr. Jeremiah Smith. In 1861 the present firm, consisting of Messrs. Jeremiah and Franklin Smith, took the business, and have since conducted it. The firm not only own and control thirty-three vessels, which are in active trade with ports in all parts of the civilized world, but they represent, as agents, nearly seventy vessels, whose traffic carries them over every sea and to every land. The Atlantic coasting trade is a feature of the business of this firm that has been specially fostered and grown to be of the greatest importance, under their executive care. The firm receive from all points, and give special attention to their transportation with every detail to safety and promptness. The vessels owned and controlled by Messrs. Jer. Smith & Bro., are of various tonnage, and in charge of able and trustworthy seamen whose long experience fit them for the responsible trusts they assume. To judge of the enormity of the business conducted by this firm, it is but necessary to say that they annually pay the vessel owners, whose business they transact, over \$150,000 for freights. For insurance and premiums on their own vessels, they pay about \$35,000 per annum. Mr. Jer. Smith, the senior member of the firm and founder of the business, is one of the pioneer vesselmen of the city. He was born at Cape May County, N. J., in 1832, and went to sea at the early age of fifteen years. Three years later his ability as a seaman was rewarded by his promotion to the responsible position of captain of the schooner 'Lexington,' then engaged in the coasting trade between Virginia and the New England states. At the age of twenty, Mr. Smith gave up the sea and engaged as clerk at the Ridgeway House in this city, which position he held until 1853, when he founded the business which is to-day a monument to his foresight, ability and enterprise. In commercial interests and fiduciary trusts, Mr. Smith has been and is prominent. Since 1872 he has been a director of the Camden Safe Deposit and Trust Company, and for the past twenty years he has held the position of treasurer of the Vessel Owners' and Captains' Association of which he has long been an active and valued member. The name of Jeremiah Smith for a long time was among the directors of the Marine Insurance Company. Mr. Smith is fifty-seven years of age and resides at Camden, N. J. Mr. Franklin Smith was born in Cape May County, N. J., but has been a resident of the Quaker city for the past thirty-two years. He is a director of the Vessel Owners' and Captains' Association and is prominently identified in commercial and financial matters. Both gentlemen are highly regarded in business circles for their ability and sterling integrity and well deserve the success they have attained and merit the regard in which they are held.

RUDOLPH M. HUNTER, M. E., No. 926 Walnut Street.—The established business of Mr. Rudolph M. Hunter, M. E., is well worthy of a notice in this book, not only because of the valuable assistance he gives to large numbers of Philadelphians and concerns throughout the United States and Europe, but also because of his reputation as an inventor and his establishment of manufacturing concerns within our state, based upon his own inventions. Mr. Hunter's offices comprise the first and third floors of the commodious building, No. 926 Walnut Street, Philadelphia and part of the first floor of No. 237 Broadway, New York city. He has agents in Washington and every country on the globe, to give attention to his foreign business. His specialty is patents in every branch, from perfecting incomplete inventions, securing patents, designing and building the machines, carrying on suits for infringement in the courts, and giving expert opinions and evidence, on patents and all scientific subjects. In connection with his extensive business he has recently organized a branch

of his business which is known as The Philadelphia Draughting Bureau, with which he has identified Messrs. Henry Drury and D. S. Williams, two well known and skilled draughtsmen. This branch is located at No. 926 Walnut Street, Philadelphia and does any and all kinds of draughting, designing, models, copying and reproductions, and is supplied with a full corps of assistants. Among the numerous commercial businesses of this commonwealth organized on Mr. Hunter's inventions may be mentioned the well known Hunter Electric Company, now known as The Electric Car Company of America, whose electric cars have been so frequently seen in our streets. The extensive works of the company are at Twenty-third Street and Washington Avenue. The president of this corporation is Wm. Wharton, Jr., Esq., the well known street railroad builder, the treasurer is the widely known financial gentleman, Mr. Wharton Barker. This company is based on Mr. Hunter's numerous inventions in electric railways which are fundamental, and aggregating we are informed, many hundreds. This company is now equipping among others the Lehigh Ave. railway as an electric railway. Another company which he organized on his inventions is the Model Manufacturing Company, whose works are at the corner of Huntingdon and Hancock Streets, the line of goods followed being hardware specialties, such as made by the Enterprise Manufacturing Company. He is also the inventor of the secondary generator system of electric lighting, commonly known as the Westinghouse system, the Westinghouse Electric Company of Pittsburgh, Pa., having secured his patent to support their claim to the exclusive right to use the invention. Many other companies are actively working, and others are now forming under his inventions. He has been since 1878 largely identified with the gas interests in various parts of the country as an expert and is a promoter of fuel gas for cities. He is well known in all the extensive litigations in cable railways which have been carried on all over the country, having been the expert in every suit in this science which has taken place in the United States. His varied and extensive experience makes his assistance of peculiar advantage to corporations working under or based on patents. These are but a few of the branches of his profession which he is daily carrying on. It might not be out of place to remark that this gentleman started business in Philadelphia in 1878, having moved from Chicago, and has built up his wide spread reputation since that time.

DYE & DATESMAN, Civil Engineers and Surveyors, No. 706 Chestnut Street, and No. 100 West Tulphocken Street, Germantown.—The profession of a civil engineer and surveyor is one of great responsibility, requiring superior ability, coupled with long practical experience. Prominent among the representative and reliable civil engineering firms of Philadelphia, is that of Messrs. Dye & Datesman, whose offices are located at No. 706 Chestnut Street and No. 100 West Tulphocken Street, Germantown. Mr. John H. Dye, the senior partner, commenced the practice of his profession thirty-nine years ago in Philadelphia and eventually on March 1st, 1888, admitted Mr. Geo. E. Datesman into partnership. Both partners are able and expert civil engineers and surveyors, fully conversant with every detail and feature of this valuable profession. They undertake promptly and carefully topographical and plain surveys and plans of cities, towns, villages and farms, also measurements of grading, brick and stone work. The firm give particular attention to the sub-division of large properties into building lots and of jury plans in road and other cases. The fidelity and accuracy manifested by this responsible firm has been generally recognized, and they have been entrusted with some of the most important public and private work, that has been carried out in Philadelphia and its vicinity during recent years. Mr. J. H. Dye was appointed in the city survey department in 1856, and continued in that department till June 1887. He organized the registry bureau, and had the supervision of all the plans of Philadelphia during that period, though he likewise attended to private practice. Mr. Dye is superintendent of the Commonwealth Title Insurance and Trust Company. Mr. Datesman is a graduate of Lafayette college and has had six years subsequent experience in the practice of his profession, during three of which he was connected with the department of surveys. Both Messrs. Dye and Datesman are popular members of the Engineers' Club and of various scientific societies.

CLIFTON IRON COMPANY, Works, Ironton, Ala., Frederick Prime, Esq., President; Office, No. 22 South Third Street.—The development of the southern iron manufacturing industry is developing at a rapid rate, and it is evident that with decreased expenses and the superior quality of native ores, coke, etc., and with the improved scientific process of production now being introduced, that with the South rests the supremacy of the American iron trade in the near future. A notable instance of progressive enterprise is afforded by the Clifton Iron Company, which was duly organized and incorporated under the laws of Alabama in 1881, with a paid up capital of \$200,000. The company has met with remarkable success in the manufacture of the finest grade of pure charcoal iron, specially adapted for car wheels and wrought iron work requiring the highest tensile strength. The works at Ironton comprise two modern built blast furnaces of a capacity of one hundred tons a day; they are run under the skilful supervision of Mr. Stephen N. Noble, the Company's Superintendent, who resides in Ironton. The company is one of the best supplied for economical work in the United States, having its own ore mines and timber lands, making its own charcoal, and generally securing to its customers a grade of charcoal iron impossible to obtain elsewhere, price and quality considered. Mr. Prime, the president, is a well known Pennsylvania capitalist, interested for many years in the coal and iron trade, and under whose able and enterprising guidance the prosperity of the company is assured, and under his management an ever widening field of consumption attends the production of its already so famous brand of charcoal iron. The President's office in this city is at No. 22 South Third Street, where samples of its product can be inspected.

H. J. BLAUVELT, Wholesale Lumber, No 119 South Fourth Street, Forrest Building.—The lumber interests of Philadelphia and environs, constitute, as it need scarcely be stated, a department of industrial and commercial activity of surpassing importance. The vast amount of capital invested, the extent of its proportions, and the numbers to whom the trade affords employment in all its branches, place it at once among the chief industries of the city to-day. The wholesale commission business in lumber forms one of its most valuable departments of usefulness, and a leading representative and wholesale dealer engaged in this line is Mr. H. J. Blauvelt, whose office is eligibly located at No. 119 South Fourth Street. Mr. Blauvelt has been established for the past thirteen years, and has long been recognized as a practical authority on all questions connected with the lumber trade, and none in the city sustain a higher reputation for honorable dealing, as few, if any, receive so large a measure of public favor. He carries on general operations as a wholesale and commission merchant in lumber of white pine and hardwood, supplying the same to retail dealers in car load lots. His connections with the leading sources of production are of the most influential character. He controls the product of several western concerns which he has shipped to his patrons direct from the mills, all orders being filled upon the most satisfactory terms. The trade supplied by him extends throughout Pennsylvania New Jersey and Delaware. Mr. Blauvelt is a native of New York, is known in business circles as a man of marked ability and worth, and he enjoys a deservedly high standing in the commercial world.

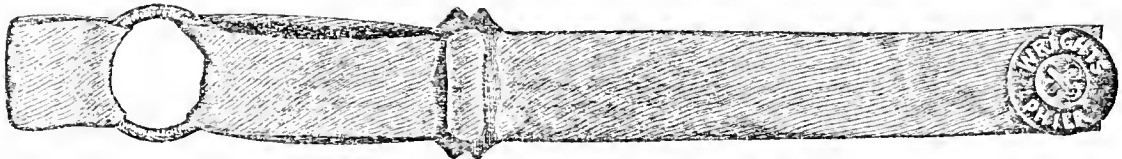
WILLIAM H. LAUBACH, JR., Apothecary, No. 1609 Chestnut Street.—Among the popular pharmacists on West Chestnut Street, that of Mr. William H. Laubach, Jr., is unquestionably one of the best equipped and most attractive on that fashionable thoroughfare. It is located at the southwest corner of Sixteenth Street, and presents a front of 20 with a depth of 80 feet. The interior arrangements are in perfect keeping with the character of the business, the fixtures are of modern design and the show cases and handsome ornamental soda fountain and general appointments for business purposes and convenience are all that could be desired. Mr. Laubach, who, although a young man, has had considerable practical experience as an apothecary, and being familiar with drugs and medicines keeps on sale and uses only such as are of maximum strength and purity. He is a regular graduate of the Philadelphia College of

Pharmacy, and compounds and dispenses medicines with rare skill and exactitude. Three competent assistants are employed in the store, and every care and attention is given to the patients. Besides the usual line of drugs and medicines a special feature is made of all the standard pharmaceutical and proprietary preparations, and a number of special compounds prepared in the laboratory are in the store, and also toilet requisites of every description of both foreign and home production. A native of Lehigh County, Mr. Laubach, who has resided in this city many years, is widely and popularly known in professional circles. He has been established in his present location about a year, and that his skill and efforts to meet the demands of the public are appreciated is shown by the substantial patronage he enjoys. He conducts his establishment according to modern ideas, and everything about it betokens thorough system and good practical management.

J. T. JACKSON & CO., Real Estate Brokers, No. 711 Walnut Street.—There are none among Philadelphia's leading real estate brokers that are better known or enjoy a larger measure of public confidence than J. T. Jackson & Co., whose well ordered offices are located at No. 711 Walnut Street. This popular and responsible firm was established in 1875, and during the fourteen years of its existence has been, by thoroughly honorable methods, steadily pushing its way to the front, building up an excellent clientele throughout the city and vicinity. A general real estate business is transacted, including the purchase, sale and transfer of city and suburban property of every description on commission, personal attention being given also to the collection of rents and interests, while estates are taken in charge and judiciously managed. Mortgages are negotiated likewise, and loans made on approved collateral security, while investments are desirably placed, realty appraised for intending purchasers and insurance effected in first class fire companies; in short, everything properly pertaining to real estate and kindred transactions is attended to in the most reliable and satisfactory manner. Mr. Jackson, who is now the sole proprietor, having dissolved partnership two years ago, is a gentleman in the prime of life, and a native of Chester County, Pa. He is a man of energy, sagacity and thorough experience in his line, as well as entire probity in his business relations, and is an active, well known member of the Real Estate Exchange. He is vice president of the Central Savings Fund Trust and Safe Deposit Company, also a director of the Keystone Bank and of the California Mortgage Company, and is connected with several other large financial institutions and is highly esteemed as an able financier and business man.

W. M. H. PERPIGNAN, Merchant Tailor, No. 612 Chestnut Street.—There is no more popular or successful merchant tailoring establishment in the city than that located at No. 612 Chestnut Street, and now conducted by Mr. William H. Perpignan. This establishment was founded thirty years ago by Mr. J. Henry Ehrlicher, who, in 1878 failed, and the business was then purchased by Mr. Perpignan, who had been in Mr. Ehrlicher's service as cutter for some years. The business, however, was continued in the name of Mr. Ehrlicher and under his management until 1888, when Mr. Ehrlicher's services were dispensed with, and Mr. Perpignan assumed sole control of the business and in his own name. He is a practical tailor and artistic cutter of long experience. His business premises are spacious in size, eligibly located for trade purposes, and perfect in convenience for display, inspection and sale. The sales-room has a width of 25 feet and a depth of 100 feet, and here is exhibited one of the finest stocks of cloths and trimmings ever brought to this city, the very best sources of America and European production contributing to its wealth, it is complete in material, design and novelty, and gives the limit of manufacture in high class goods. Mr. Perpignan devotes his time and talents to fine custom work only, and the garments produced here are simply perfection in style, fit and artistic workmanship. To be found among his permanent customers are many of Philadelphia's best dressed citizens, gentlemen old and young, who understand the merits of a first class tailor, and who find in Mr. Perpignan's establishment not only a line of goods that is at all times superior, but a place where the general make up, fit and trimming of a garment is a matter of careful consideration and study.

WRIGHT BROS., & Co., Manufacturers of Umbrellas and Parasols, Nos. 322, 324 and 326 Market Street.—The representative and most noted house in the United States extensively engaged in the manufacture of umbrellas and parasols, is that of Messrs. Wright Bros., & Co., whose office and warehouse are located at Nos. 322 to 326 Market Street. This successful industry was established in 1816 by Wright & Brother. The present co-partners, Messrs. Edmund and Joseph Wright, Chas. S. Howe, Harris Filson and Geo. T. Moxey, bring great practical experience to bear, coupled with an intimate knowledge of every detail of this important industry, and the requirements of the trade and a critical public. The firm's factories which are situated at Nos. 6, 8, 10, 12, 14, 25 and 27 Hudson Street, back of their Market Street store, are the largest and best equipped of their kind in the world, and furnish constant employment to 500 skilled operatives. Messrs. Wright



Bros., & Co., manufacture in vast quantities umbrellas and parasols of every description. Their new designs and novelties embody every modern improvement and device, including the important features of strength and lightness, combined with thorough reliability of texture in all the coverings used, while their splendid umbrellas are not only waterproof but are warranted fast colors. The frames, stuffs, etc., are all of the best materials, manufactured with special reference to durability. In fact, the umbrellas and parasols manufactured by Messrs. Wright Bros., & Co., are absolutely unrivalled for quality, strength, finish and general excellence, and have no superiors in the American or European markets, while the prices quoted in all cases are as low, as those of any other contemporary house in the trade. In their fine establishment on Market Street is always displayed the largest and choicest assortment of umbrellas and parasols to be found in the market. This stock is alike complete for city and country trade and their goods are now kept for sale by all the leading dry goods houses and furnishing goods dealers throughout the entire United States. Special mention should be made of their patent adjustable umbrella tie, which recommends itself at a glance to every one using an umbrella. It is readily adjusted and made shorter or longer in an instant. The trouble with the ordinary umbrella tie, caused by its stretching too long after a few weeks use, or tearing silk by being too tight, is avoided by using Wright's silk "Derby" mohair or "Perfection" fast black gingham umbrellas, all of which have their patent adjustable tie. The firm employ twenty-five traveling salesmen, and have branches in New York at No. 450 Broadway, in Boston at Nos. 61 and 65 Essex Street, and in Chicago at Nos. 194, 196 and 198 Fifth Avenue. Messrs. Edmund and Joseph Wright, C. S. Howe and G. T. Moxey, are natives of Philadelphia, while Mr. H. Filson was born in New York. Mr. Joseph Wright is a director of the Girard National Bank, the United Security Life Insurance and Trust Company, also of the Union Trust Company of Philadelphia. Having thus briefly sketched the facilities of this reliable house, it only remains to be added, that its business has ever been conducted on the enduring principles of equity, and relations once entered into with it, are certain to become not only pleasant for the time being, but profitable and permanent.

HARKIN & BECKER, Manufacturers of Men's, Youths', Boys', Misses' and Childrens' Fine Shoes, No. 59 South Fourth Street.—Perfection seems to be rapidly approaching in every article of manufacture; but nowhere is this most clearly seen than in the advancement which has been made within the past few years in boots and shoes. A prominent and valued factor in this department of skilled industry and one that might be said to have hounded into success from the start is the enterprising and progressive house of Messrs. Harkin & Becker, manufacturers of men's, boys', youths', misses' and childrens' fine shoes, at No. 59 South Fourth Street, corner of Chestnut Street. The house was

established in 1837 and has already achieved a high position in the trade throughout the country by reason of the superiority of their productions and their general excellence and uniform reliability, besides the liberal and honorable treatment of all patrons dealing with the house. They occupy three floors of a building 25x125 feet in size, two floors of which are occupied as a factory and one large floor contains a heavy stock of samples and which is used as a salesroom. The factory is equipped with all the latest improved machinery and appliances and employment is given to fifty expert and skilled hands. A department for custom work where they manufacture fine walking shoes for their customers has been added. The output consists of fine goods exclusively, which are unexcelled for quality, fine finish, easy fit and thorough durability, and are unsurpassed by any other in the market. All work is done either by hand or machinery as ordered by patrons, a specialty being made of men's fine hand sewed shoes. Messrs. Harkin

& Becker are young men of sixteen years practical experience in the business and are expert judges of leather and allow nothing but the best materials to enter into the composition of their product, which is meeting with great favor with dealers on account of their salability and merit of both workmanship and finish. The individual members of the firm are Messrs. A. P. Harkin and C. J. Becker. Mr. Harkin is a native of New York State and has resided in Philadelphia for over seven years, and Mr. Becker is a native of this city. They are both experienced and accomplished manufacturers and thoroughly enterprising, and are reliable business men with whom it is always pleasant and profitable to deal.

GEO. DE B. KEIM, & Co., Manufacturers of Horse Blankets Carriage Robes, Etc., Nos. 610 and 612 Market Street.—The elements of commercial success are seldom found in happier combination than in the case of the firm of Messrs. Geo. De B. Keim & Co., of this city—who have secured for the goods manufactured and dealt in by this house such celebrity coupled with a trade of great and growing magnitude. Perceiving an opening in the line of better and cheaper grades of horse blankets and carriage robes, this firm, thirty years ago, began their manufacture under the above firm name. By their energy, sound judgment, and honorable dealing the firm speedily secured the recognition and patronage of the best class of the trade throughout the United States, and once introduced into any section, their horse blankets, carriage robes, saddlery, carriage and wagon hardware rapidly enlarged their sales strictly on their merits. The substantial inducements offered by them both as to price and quality had their natural result and the firm are now the leading representative in Philadelphia in this line of trade. They manufacture horse blankets and carriage robes, very extensively, of all weights and grades adapted to every class of trade throughout the United States. Quality has ever been the first consideration of this honorable old house. They have introduced the most popular original shades and patterns in robes, and the attractive array of these goods to be seen in their immense establishment, is sufficient evidence of their taste. They also import and deal heavily in all kinds of saddlery, carriage and wagon hardware, riding saddles, harness, and everything used on these lines in iron or steel, and all bearing the famous brands of European and American manufacture, and the best in their line. The premises occupied, consist of a spacious five-story and basement building, Nos. 610 and 612 Market Street. This firm are recognized authorities in everything appertaining to this branch of trade. In the factory all appliances and facilities are secured, including steam power and a large number of hands are engaged in manufacturing carriage robes, horse blankets, etc. The trade extends throughout the United States, and is steadily increasing. The firm is a type of Philadelphia's enterprising and honorable business men, to whom is so largely due the capacity and ability which permanently retains to this section its due share of national trade supremacy.

NORTH BRITISH & MERCANTILE INSURANCE COMPANY of London and Edinburgh; Philadelphia Office, No. 111 Walnut Street. Thos. C. Foster, Resident Secretary.—Fire insurance companies must always take a prominent place, as institutions practical and indispensable to the present state of civilization, and indeed the protection they afford, furnishes the foundation for business undertakings. The leading American and British fire insurance corporations, generally place their interests in the care of gentlemen, who have secured by years of experience and practice honorable reputations in their profession. Prominent among the British companies, having a branch office in the city of Philadelphia, is the North British & Mercantile Insurance Company of London and Edinburgh, which is well known as one of the largest, strongest and best managed fire insurance corporations in the world. Mr. Thomas C. Foster, is the resident secretary of this reliable corporation, and is enabled not only to offer superior inducements in liberally drawn policies, which give the assured all needed protection and the lowest possible rates, but likewise to guarantee an equitable and prompt adjustment and payment of all losses that may occur. Mr. Foster has had many years' experience as an underwriter, and his knowledge and judgment as to fire insurance matters are such, as to make this company's office a very desirable one with which to place one's insurance. The business of the North British & Mercantile Insurance Company has steadily increased with each succeeding year until to-day it occupies a prominent position in the United States, and by honorable methods has secured the entire confidence of the business public. The following statement, January 1st, 1889, shows its affairs to be in a most substantial and flourishing condition: United States Branch Statement, Cash Assets, United States Bonds, \$1,012,695.00; first mortgage railroad bonds, \$1,725,420.00; Del. & Hudson Canal Company's bonds (first mortgage,) \$86,010.00; New York City and County bonds, \$69,159.00; City of Boston, registered stock, \$87,200.00; State bonds, \$19,872.00; cash with bankers and in office, \$112,959.16; agency balances in course of transmission, \$237,070.93; interest due and accrued, \$53,086.00; other admitted assets, \$9,151.67; total assets, \$3,472,613.76. Liabilities—Reserve for unearned premiums, \$1,443,473.64; reserve for unpaid losses, \$163,651.72; all other liabilities, \$2,141.42; net surplus, \$1,857,344.78; total liabilities, \$3,472,613.76. Total income in 1888, \$2,052,537.22; total expenditures in 1888, \$1,845,675.95; income over expenditures, \$206,861.26. New York board of management: Solon Humphreys, Esq., (E. D. Morgan & Co.) chairman; J. J. Astor, Esq.; H. W. Barnes, Esq.; Chas. H. Foster, Esq., (Drexel, Morgan & Co.); David Dows, Jr., Esq., (David Dows, Jr. & Co.); Jacob Wendell, Esq., (Jacob Wendell & Co.); Chas. Ezra White, Esq.; Sam. P. Blagden, manager; Wm. A. Francis, assistant manager; Robt. H. Wass, general agent; H. M. Jackson, secretary.

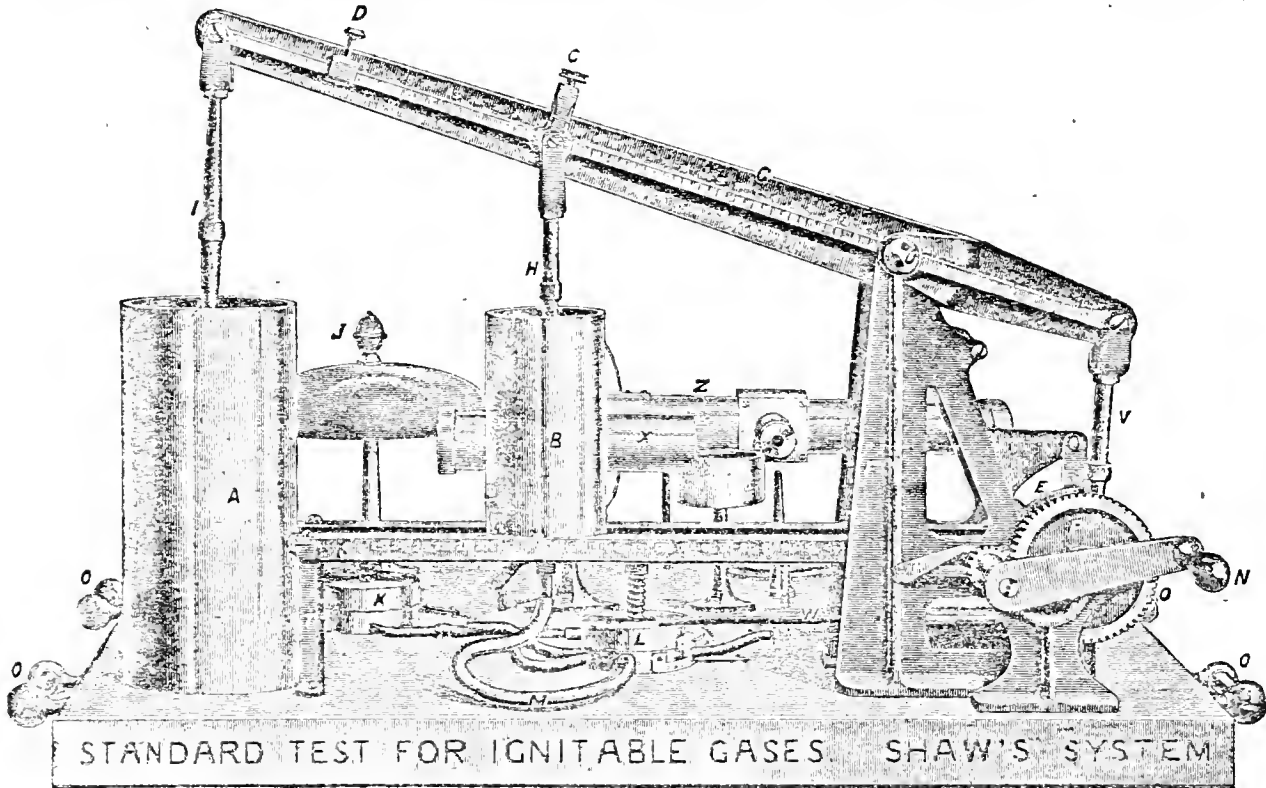
PATRICK & CARTER, Manufacturers and dealers in Electrical Supplies, Etc., No. 111 South Second Street.—The progress made in recent years in the applied branches of electrical science is marvellous. In every department there has been uniform and constant progress, and one of the most noted and representative houses in Philadelphia extensively engaged in this valuable industry, is that of Messrs. Patrick & Carter, manufacturers and dealers in electrical supplies, whose office, sales-rooms and factory are located at No. 114 South Second Street. This extensive business was established in 1857 by Mr. J. Patrick, who eventually admitted Mr. Franklin L. Carter into partnership. In 1884 Mr. Patrick died, when Messrs. Charles M. and E. Ward Wilkins became partners, the business, however, being still conducted under the old firm name of "Patrick & Carter." The premises occupied comprise a spacious five-story building, fully equipped with the latest improved special machinery and appliances, necessary for the successful conduct of this steadily increasing business. Here fifty skilled workmen are employed, and the machinery is driven by steam power. Messrs. Patrick & Carter manufacture largely telegraph, telephone and electric light supplies electro-medical apparatus, electro-platers' supplies, testing and experimental apparatus, and every description of general electrical goods and specialties. Their annunciators, electric bells, etc., are of the best possible workmanship and materials, and possess points of superiority, that place them far in advance of

the productions of other manufacturers. The firm direct special attention to their patent needle or pointer annunciator. This is without a rival, as to simplicity, quickness of action, and all qualities that constitute a first class annunciator. The great popularity and superiority of these famous patent needle annunciators have induced several manufacturers to try and imitate them, but in all cases they have entirely failed, the general appearance of the imitation being similar in outside effect, but entirely different in the interior mechanism. The firm's annunciators are fully covered by letters patent of the United States. Messrs. Patrick & Carter also manufacture electric thermostats, electric gas-lighting apparatus, etc. The firm's electrical supplies are absolutely unrivalled, and have no superiors in America or Europe. All orders are promptly and carefully filled at the lowest possible prices, and the trade of the house now extends not only throughout the entire United States and Canada, but also to several foreign countries.

EDWARD MCFARLAND, Standard Heaters, Ranges and Plumbing, No. 112 North Sixth Street.—Prominent among the old established and representative houses in Philadelphia, extensively engaged in the manufacture and sale of heaters, ranges, fruit evaporators, etc., is that of Mr. Edward McFarland, whose office and warehouse is located at No. 112 North Sixth Street. This business was established thirty-two years ago by Perkins & McFarland, who conducted it till 1878, when on the retirement of Mr. Perkins, Mr. McFarland became sole proprietor. The premises occupied comprise a superior five-story building 25x100 feet in area, fully equipped with every appliance and facility for the successful conduct of this steadily growing business. Mr. McFarland keeps constantly on hand a large and well selected stock of standard heaters, ranges, furnaces, etc. He is the sole manufacturer of the celebrated wrought steel standard heaters and ranges, and owning his own patterns and patents, he invites special attention to these first-class heaters and ranges, being confident that dealers and users cannot fail to see in them decided points of superiority. He is also the manufacturer of the famous automatic fruit evaporator, which is admirably adapted for the desiccation of fruits and vegetables. The following are the principal claims for this unrivalled evaporator, which is now used largely, not only in the entire United States and Canada, but also in Europe and Australia. The automatic evaporator after being tested with others in St. Petersburg, Russia, was retained and placed in the emperor's private museum. Many testimonials stating the merits of the automatic fruit evaporator in Australia, have been received by the house. 1st. The improved connection made with it to the heater, is such that it is free from any danger by fire. 2nd. Its great simplicity. Its mechanism and mode of working is so simple and so easily understood, that it does not require an expert to work it, but may be successfully operated by anybody of ordinary intelligence with a few hours' practice. 3d. It is the cheapest as well as the best evaporator in the market. The perfection and simplicity of its mechanism enables Mr. McFarland to sell it at a much less price than it is possible to manufacture any other machine of equal capacity. 4th. Its economy in running expenses. It consumes less fuel, and requires less labor to attend to it than any other evaporator that will do the same amount of work. 5th. Its uniform working. The fruit evaporated by it is uniformly of a superior excellence. In fact, it could not be otherwise, with proper handling of the machine. 6th. Its convenience for drawing out the trays, while in use, to enable the operator to inspect the condition of the fruit at different points of the drier. This is a decided advantage over any other, as it can be done quickly, without disturbing any other tray. Mr. McFarland, who is a thoroughly practical mechanical engineer, likewise furnishes estimates and makes contracts for the complete heating and ventilating of buildings, and guarantees entire satisfaction to patrons at the lowest possible prices, consistent with first class workmanship and the best materials. He is a native of Lancaster County, Pa., but has resided in Philadelphia for the last thirty-five years, where he is highly esteemed in business circles for his skill, energy and integrity. In conclusion we would add, that those interested giving their orders to this popular house will secure the greatest satisfaction in the thoroughly good manner in which all work will be accomplished.

SHAW'S AUTOMATIC SYSTEM FOR DETECTING GASES IN MINES AND FOR MINE COMMUNICATION, No. 5 Broad Street, and No. 915 Ridge Avenue.—Appalling is the record of the loss of life and property through the explosions of the deadly fire damp in coal mines. Tens of thousands of lives, and millions of dollars worth of property have been sacrificed to this demon of the black depths, and though the utmost precautions have continued to be taken, and the fire boss, makes daily examinations of the mine, yet it is certain that each year, there will be a terrible list of mine disasters occasioned by the inability of the miners to detect the presence of gas in explosive quantities or proportions. While the Davy safety lamp is a great boon to the miner, and now in fact his sole reliance in case of danger, yet it is but a poor, weak safe-guard at the best and often may be the accidental cause of a terrific explosion. The mining circles of

the system on his grounds in the suburbs of Philadelphia. They include a thickly wooded hill rising steeply to the height of two hundred feet, and affording special chance for comparison with the bottom of a mine, and the surface above. Mr. Shaw had suspended an iron tubing of quarter inch diameter through his grounds, its entire length being upwards of a mile, similar to the same length in the workings of a mine. It led eventually into a building on the top of the hill and out of sight of those at the foot. This building represented the mine office. At the lower end of the iron tube was attached a flexible rubber tube having at its end an ordinary T steamfitting, funnel shaped at one end and gauze covered for admission of gases, the opposite end being provided with a whistle. At the junction of the iron and rubber tubes, a large tuning fork was attached. At the pit's mouth or office another one is attached, of the same pitch in its tone. By striking either fork,



America are able and progressive, and adopt the best machinery and appliances for developing their collieries, hoisting the coal, pumping the water from the workings and forcing down pure air, which must be of sufficient volume to dissipate the gases and give air to the miner. If the amount of air forced down is not sufficient to dilute the dangerous gases sufficiently, the danger point is near and may be reached at any moment, yet with the Davy lamp, the miner is unable to decide when the danger is imminent, and it is this fatal ignorance that has precipitated such calamities in the past. Now, however a wonderful and practical invention has been perfected and duly patented by Mr. Thomas Shaw, M. E., of this city, by which an automatic, sure, prompt and ever vigilant sentinel is on duty, which can be cheaply introduced into all parts of the mine and connected with the office above. It gives timely warning of the presence of gas far ahead of its gathering in explosive quantities, this early warning necessarily saving the lives of the miners, and the property of the mine owner. No explosion can occur in a mine thus protected, while it also gives a perfect signal system connecting with the office and the mines. This extremely valuable invention has recently been introduced by Mr. Shaw into the Morrell mine, and to illustrate and abundantly demonstrate its remarkable powers and facilities for mine signalling and protection, he recently gave a complete practical working exhibition of

the sound is heard over a great length of the pipe, more in fact than would be required in any mine in operation at present. With these tuning forks and Mr. Shaw's simple code of signals, prompt and intelligible communication can be had at any time with the office. There can be forty-two phrases expressed, such as good, all hands come up, men injured, send for a doctor, use no naked lights, etc., etc. An additional method of signalling is to kink the rubber tube, which produces a loud, shrill whistle at the other extremity. With the above mentioned tubing and signal system, Mr. Shaw conducted a most interesting and instructive series of tests between the building that represented the office at the pit's mouth, and the foot of the hill, or supposed mine bottom. In the building was a duplex engine and air compressor, for signalling downward or supplying fresh air to an imprisoned miner as desired; also a powerful vacuum pump devoted to pumping the gases from the mine. In the same room was a large table or central point where all the pipes coming from the supposed different divisions of the mine were assembled. On the table was Mr. Shaw's standard test apparatus for ignitable gases and directly connected to the pipes. The pump in this apparatus is connected with an ingenious valve that affords a circuit of connections with all the mine pipes, and as the vacuum pump lifts the gases, a sample is taken by the test apparatus. Thirty tests are thus made auto-

matically every minute, and if any prove dangerous, a gong is caused to sound automatically giving due warning to the party in charge. Of this a perfect illustration was afforded, by liberating five gallons of gas at the foot of the hill, when the test mechanism at once loudly gave warning of the danger; the operators at the foot of the hill were duly notified by the depressing of a valve at the table letting high pressure of air enter the tube, that sounded a whistle at the lower end. The operator below, by kinking the rubber tube answered that the warning had been heard, after which regular communication by means of the tuning forks was kept up, the whole series of operations occurring precisely as if in and above a deep coal mine. Mr. Shaw thus publicly demonstrated before the gathering of practical experts that there was always an automatic and positive test of mine gases by his invention; a regular series of signals upward and downward, and the direct supply of pure air to the miners in case of being imprisoned below. The automatic tests of mine gases go on accurately and precisely, affording absolute certainty of due warning being given the office above, and the miners below, long before the dangerous, explosive condition arises. Another of Mr. Shaw's inventions was then shown, being a test apparatus for the use of the inspectors and fire bosses of mines. With this and a rubber bag of five gallons capacity, attached to a light diaphragm pump, and which is provided with a light brass extension tube for reaching up to the mine roof, where gases first accumulate, samples of the air in the workings can be secured in the bag and removed for testing purposes as often as desired. This testing instrument was operated and shown to give an absolute and accurate test of the per cent. of gas in the sample of air as admitted. This instrument can be operated to show the presence of either fire-damp, or choke-damp. The methods are so simple, that those having no knowledge of chemistry can make the tests, equally as well as skilled chemists and at a mere fraction of the cost, thus demonstrating that this ingenious little instrument is the best adapted and the only practical one to give quick positive tests of mine gases in whatever proportion they may be present. The U. S. Mine Signal Manufacturing and Supply Company, has been formed to place the above splendid system within reach of every operator and owner of mines. The officers and directors are as follows: Thos. Shaw, M. E., president and general manager; G. W. Mullin, treasurer and secretary; Directors: Hon. Thos. V. Cooper, Hon. A. G. Ritchey, Hon. Jos. M. Gazzam, Edward Longstreth, M. E., J. D. Baker and G. W. Mullin. Trustees: Ex-Gov. J. F. Hartman and L. C. Maltby. These are names of prominent public men, whose interest in this grand and beneficent invention, is as much of a philanthropic, as of a material character. To the mine owner, the invention offers certain safety of his property and the lives of his miners, while to the miner it is the greatest of boons, next to life itself, and will banish forever the hideous night mare of dread that now hangs over the miner. This invention gives a positive test automatically that can be noticed 100 yards distant by the most ignorant. It gives the test at least once every five minutes and from all over the mine at once; it establishes communication with the surface; it makes the test from the highest points where the gases collect, and is an untiring vigilant monitor, making its tests in the most certain manner and inspiring in the miners a feeling of confidence and safety while insuring to the owner the protection of his property. Mr. Shaw has at great cost of time and money brought this invention to a practical condition, and it is now ready for introduction into the mines of America. The cost is so slight compared to the benefits bestowed, that there is no excuse for its not being at work in every colliery in the land, and to all who are interested in this, the greatest invention supplied to the mining interests for over half a century, should send to the company for Mr. Shaw's most instructive and interesting book giving an account of terrible explosions in mines caused by fire-damp and how to avoid these great disasters and protect both life and property by the use of his new invention. Mr. Shaw is a mechanical engineer of the highest standing in his profession, and a business man universally respected, who has now successfully solved the darkest and most difficult problem attending the safe working of mines. We have recently learned that Mr. Shaw on June 20th received order of test apparatus for the mine inspector's use from the authorities of Pennsylvania, thus officially placing this system of test as the standard of the state.

THE LEHIGH ZINC AND IRON COMPANY, No. 47 North Front Street; Works, Bethlehem, Pa.—Pennsylvania industries include several of a diversified character and of national importance as regards their product coming into successful competition with the best imported. Such for example is the case with the famous Lehigh Zinc and Iron Company, with headquarters at No. 47 North Front Street, this city. This concern has achieved an international reputation for the purity and excellence of its oxide of zinc, spelter, etc., and a trade of an active and extended character has been developed under the present able and enterprising management. The company's works are situated at South Bethlehem, Pa. and were originally erected in 1853, having been since extensively enlarged and greatly improved in all departments. Eight years ago it came into control of the present proprietors who adopted the existing title of The Lehigh Zinc and Iron Company. In October, 1866, it was duly incorporated under the laws of the state of Pennsylvania, with a large paid up capital, a splendid plant and equipment, and ample resources, coupled with perfected facilities for carrying on the manufacture of its specialties upon the most extensive scale. A thorough system of organization is enforced in the works which are extensive, and have the benefit of direct railroad transportation, cheap fuel and ores. An average force of 350 hands there find steady employment, and under the able and experienced management of Mr. J. Price Wetherill, are the model metallurgical works of their kind on the continent. The company's officers are as follows: Mr. Richard Heckscher, president; Mr. S. P. Wetherill, vice president, Mr. J. Price Wetherill, general manager; Mr. A. Heckscher, treasurer; Mr. J. H. Troutman, secretary. They form an able and prominently and favorably known executive, and under whose auspices the prosperity of the company is assured. Mr. Richard Heckscher is too widely known in leading circles of Philadelphia and New York to require any comment at our hands. He has long been actively identified with the coal and iron trades, his offices being situated at No. 238 South Third Street. The company offices and headquarters are at No. 47 North Front Street, while its New York office and warehouse are situated centrally at No. 212 John Street. The company annually produces enormous quantities of the finest oxide of zinc known to the trade; likewise Lehigh spelter, etc., of the very highest standard of excellence, and the rapidly increasing demand for which indicates its established pre-eminence with consumers. Such a great and beneficial industry as this, reflects the highest credit on all concerned, and Messrs. Heckscher, Wetherill and Troutman are to be congratulated upon the large measure of success attending their able and honorably directed efforts.

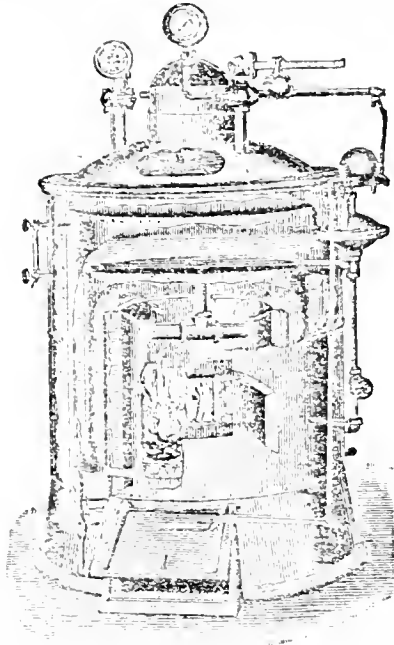
BORSCH & ROMMEL, Opticians, No. 124 Walnut Street.—Success in every department of business depends, to a very great extent, upon the intelligent proficiency and ability which are brought to bear upon it. This is more particularly true and applicable to the fine and intricate departments of trade, such as that in which Messrs. Borsch & Rommel, the well known manufacturing opticians, are engaged. The senior member of the firm, Mr. John L. Borsch, who was born in Germany, but has resided in Philadelphia since boyhood, started the business of his firm in 1868, at Tenth and Chestnut Streets. In 1881 he removed to No. 231 South Ninth street, and finally to the present location, and formed a partnership with Mr. John Rommel, 3d, who is a native of this city. In the rear of their store is a fully equipped workshop where all kinds of optical goods are manufactured and repaired, eleven workmen being there permanently employed. The store is handsomely fitted up. Here is displayed a splendid stock of fine optical goods, embracing spectacles, eye glasses, opera and field glasses, thermometers, telescopes, artificial eyes, etc. The firm are manufacturers of ophthalmoscopes and oculists' supplies for the use of surgeons in making examinations of eyes, and they make a specialty of adjusting spectacles and eye glasses to suit all sights and of carefully filling oculists' prescriptions. The firm are acknowledged experts in the opticians' art, and all in need of correct fitting spectacles and eye glasses will find it advantageous in many ways to pay a visit to this establishment. The gentlemen composing the firm are men of experience, and as they give their personal supervision to all orders patrons can always rely upon their wants being satisfactorily supplied.

MORRIS, TASKER & CO. (Incorporated) Manufacturers of Boiler Tubes, Oil Well Tubing and Casing, Wrought Iron Pipes and Fitting, Etc., Mills, Newcastle and Philadelphia; Offices and Ware-houses, No. 224 South Third Street.—The pioneer in several of the most difficult branches of the iron industry, the old house of Morris, Tasker & Co., now the corporation of that name still continues prominently to lead all competitors in the character and quality of its product which includes boiler tubes, oil well tubing and casing, wrought iron pipes and fittings, and generally foundry work of all kinds. The business was founded in the year 1821 by Mr. S. P. Morris, who had a natural inclination for the iron trade and with characteristic energy, when no better opening presented itself, he apprenticed himself to a country blacksmith and entered upon his career by forging horseshoes. He made rapid progress, mastering every detail of the iron business, and introducing many valuable improvements, one of which was a grate for the burning of anthracite coal then newly introduced. He opened a foundry at Sixteenth and Market Streets, Mr. Thomas T. Tasker, Sr., subsequently a partner, and who was a most skillful master mechanic, being then an employee. The rapid growth of trade resulted in 1828, in the building of new and larger shops on the east side of Third Street, between Walnut and Pear Streets. Mr. Henry Morris, his brother, was made bookkeeper, and Mr. Thomas T. Tasker was made superintendent of the mechanical department, the concern doing a general foundry business and also making a speciality of the manufacture of grates, heaters, stoves and ranges. In 1831, Mr. Henry Morris and Mr. Tasker were taken into co-partnership under the style of Stephen P. Morris & Co., thus continuing for many years during which the business grew to proportions of great magnitude. Eventually, Mr. Stephen P. Morris retired, selling his interest to his brother, Mr. Wistar Morris, the firm then becoming Morris, Tasker & Morris. The introduction of gas for illuminating purposes about this time created an enormous demand for piping, the result being that this enterprising house, acquired the sole right of the English inventors to manufacture machine-made butt-welded pipe for this and other purposes. The house now had a national reputation and their trade grew at such a rapid rate that permanent enlargement upon a most extended basis was necessary, and the firm bought the square of ground now bounded by Tasker, Morris, Fourth and Fifth Streets, the tract having been a portion of the old Morris estate. In 1836 was begun the erection of the present Pascal iron works and to which additions had to be made at frequent intervals, including a large mill put up in 1846, fronting on Morris Street, and 409x89 in dimensions. This was devoted to extra lap-welded tubes for use in boilers, etc. Upon the retirement of Mr. Wistar Morris from the firm, Mr. Charles Wheeler and Mr. Thomas T. Tasker, Jr., were admitted under the now so familiar style of Morris, Tasker & Co. In 1856, Mr. Henry Morris retired and his son, Mr. Stephen Morris took his interest in the firm. In 1858 Mr. Thomas T. Tasker, Sr., retired, his interest being divided between his sons, Mr. Thomas T. Tasker, Jr., already a member of the firm, and Mr. Stephen P. M. Tasker being admitted. Subsequently Mr. Henry G. Morris succeeded to one half of his father's interest, while in 1861, Mr. Charles Wheeler retired and in 1869, Mr. Henry G. Morris also retired. Later, the decease of Mr. Stephen Morris occurred, and his interest was bought by the surviving partners, Mr. Thomas T. Tasker, Jr., and Mr. Stephen P. M. Tasker. The concern at this time was of mammoth proportions, employing over 2,000 men, and additional railroad facilities being needed, not readily secured at that time in the heart of this great city, the firm wisely decided to build a new works at Newcastle, Delaware, where both rail and water transportation could be utilized to the fullest extent. That mill and plant was designed by and constructed under the management of Mr. Stephen P. M. Tasker, and was the model of its kind producing 400 tons of finished tubes per day. In 1876, Mr. Thomas T. Tasker, Jr., sold out his interest, and Mr. Charles Wheeler and Mr. T. Wistar Brown being admitted, a joint stock company was formed, composed of Mr. Stephen P. M. Tasker, Mr. Charles Wheeler and Mr. T. Wistar Brown. The death of Mr. Wheeler occurred in 1884, and upon the expiration of the term of the limited partnership, February 8, 1888 a corporation was duly organized, under the appropriate style and title of "Morris, Tasker & Co.," (incorporated), the officers being, Mr. Andrew Wheeler, president; Mr. Jonathan Rowland, vice

president; Mr. T. Wistar Brown, treasurer; Mr. S. P. M. Tasker, consulting engineer, and Mr. H. C. Vansant, secretary. They are all able, experienced business men bringing to bear special qualifications for the discharge of the onerous duties devolving upon them. With a capital of \$500,000 and the splendid equipment, their Pascal iron works, they are justly famed for the superiority of their product, which here includes gas works outfits, retorts, holders, etc.; all kinds of heavy castings, wrought iron pipe of all sizes, fittings, etc. The company contracts for the erection of gas and water works complete. The works occupy two city blocks, afford employment to over 700 hands and produce 25,000 tons of finished work a year. They have a wharf on the river front, and also excellent railroad connections, and the establishment is one of the most valued in Philadelphia. The works at Newcastle, are the property of a corporation known as the Delaware Iron Company, duly organized in 1873 with a capital of \$1,000,000. The officers and directors are as follows: Mr. M. C. McIlvaine, president; Mr. T. W. Brown, treasurer, Mr. J. Rowland, secretary; and Messrs. S. P. M. Tasker, Andrew Wheeler, W. R. Mellvaine and H. Vansant, directors. The works are of the most elaborate and extensive character, including one rolling mill, a lap welded pipe mill, furnaces, etc. Upwards of 800 hands are employed, and from thirty-six to forty thousand tons of finished pipe ranging from 1/4 up to 22 inches in diameter is annually produced, for all of which there is a great and growing demand.

THE STATE MUTUAL LIFE ASSURANCE COMPANY, of Worcester, Mass., F. A. Howard, General Agent; Philadelphia Office No. 330 Walnut Street.—The necessity of making provision for one's family in case of death, through the medium of life insurance, has become so obvious to all prudent men, that the only question to be determined is, which is the best and most reliable company to insure in. This question is satisfactorily answered by the State Mutual Life Assurance Company, of Worcester, Mass., whose Philadelphia office is centrally located at No. 330 Walnut Street. This famous company was incorporated in 1843 under the laws of Massachusetts. Among the elements that have contributed to its steady growth and success and to its increasing favor with insurers, are its liberal contracts and generous dealing with policy holders, together with the issuance of all safe and desirable forms of policies. The State Mutual Life Assurance Company is a mutual corporation; there are no stockholders to absorb its profits and no trustees to divide its surplus. It is financially strong, having a surplus over all liabilities of 25 per cent. It is a Massachusetts company and carries with it all the advantages of the Massachusetts insurance laws wherever it goes. These laws forbid forfeiture for non-payment of premium; fix the value of every policy issued; guarantee said value to the insured, at the end of any policy year after the first, in cash or continued insurance. The company writes these cash and continued insurance values for every year in the policy at the time of issue. The conditions of the policy contract are extremely liberal and stated in terms free from technicalities and easily understood. The annual dividends to the insured have ranged for many years above the average paid by other first-class companies. Dividends may be used, at the option of the insured, either to increase the amount of his insurance, or, to reduce the cost of carrying what he has. The management is by the insured, for the insured, and is therefore thoroughly conservative and economical. The following gentlemen, who are highly esteemed by the community for their integrity, prudence and executive ability are the officers: A. G. Bullock, president and treasurer; Thomas H. Gage, vice president. The company's total assets January 1st, 1889, amounted to \$5,066,985.21, and its surplus according to the Massachusetts standard to \$703,045.51. The company's business in Philadelphia is under the able and careful management of Mr. F. A. Howard, the general agent, who has had charge since 1881. The remarkable success that has rewarded his efforts, is a convincing proof of the wisdom shown in establishing this agency, and the judicious selection of the company's representative. Mr. Howard promptly issues policies and pays death claims, and Philadelphia is to be congratulated upon having such a responsible corporation added to her not too extensive life insurance resources permanently located in her midst.

SCHIMPF & KEIM BOILER AND MANUFACTURING CO., Builders of Boilers and Apparatus for Steam and Hot Water Heating. Office and Salesroom, Nos. 141 and 145 North Third Street. Lovegrove & Co., General Agents.—Apart from the manifest advantages that pertain to hot water and the steam generated therefrom as agents in the production and distribution of heat, and the almost universal and increasing use of the same in dwellings, public buildings, schools, churches, etc., the subject of artificial heating becomes one of peculiar importance alike from a sanitary, scientific and utilitarian standpoint, in view of the remarkable progress made in this direction of late years. What with invention, improvements and discovery, a high degree of perfection has been attained in the devices for the purposes indicated within a recent period. And while it is gratifying to observe that all, or nearly all, the contrivances of this character now offered for sale possess features of merit, the fact is equally worthy of note here, that for general excellence nothing of this kind yet introduced compares with the boilers and apparatus for steam and hot water heating manufactured by the Schimpf & Keim Boiler and Manufacturing Co., Lovegrove & Co., general agents, with princ-



pal office and salesroom at Nos. 141 and 145 North Third Street, this city, and capacious works at Norristown, Pa. These boilers and accessories are articles of exceptional merit, possessing features of construction and combination of parts that greatly facilitate the heating of water and the generation of steam, and are by general consent the most effective, durable, reliable, economical and altogether superior appliance of the kind ever constructed. The Schimpf & Keim circulating steam boiler (patented Sept. 8, 1887) is in short, considered to be the ne plus ultra in heating apparatus, and of its superiority no more unfulfilling criterion could be asked than the enduring hold the same has secured on popular favor whenever put in operation, while the demand has been, in fact, in excess of the output, thus necessitating the enlargement of the works, and the organization of the new stock company under articles of incorporation. The boiler is simple in construction; there are no parts to get out of repair and no tubes to clog, and it requires but little cleaning. The boiler proper is directly over the fire box, and has extensions projecting downward and surrounding the latter. The fire box is cylindrical in form, and consists of an inner and an outer shell, forming an annular water space. These shells are flanged at top and bottom, and well secured by riveting. The fire box has a suitable feed opening. Across the top of the fire box is arranged an inverted T pipe, whose horizontal portion communicates with the water space of the fire box, while its vertical portion extends into the boiler above. Short transverse pipes con-

nect the lower portion of the boiler extension with the adjacent parts of the water space of the fire box. Thus it will be apparent that the water contained in the annular space of the fire box will be quickly heated and will readily pass or circulate to the boiler. The heat will pass downward around the boiler extension and thence upward over the top of the boiler to the chimney, thus practically surrounding the boiler and the water which it contains, thereby quickly generating steam. Keim's patent oscillating grate (patented August 21, 1886) is used, and this admits of the fire being easily cleaned, and is so easy to operate that no one can fail to work it successfully. It is not liable to get out of repair, so simple and perfect is its construction. The material used is of the best character and the sections are so well proportioned that they will not warp or burn out. No brick work or anything of that character is required, so that the boiler occupies the smallest space possible and much less than any other boiler in use. It is portable and can be set in place ready for use in two hours time. A decided advantage which it has over most competing boilers is the fact that it will burn either anthracite or bituminous coal or coke. As attesting the satisfaction rendered by these boilers and heating apparatus, a few from among hundreds of equally commendatory testimonials are appended herewith. (1) Shenandoah, Pa., March 23, 1887. Messrs. Schimpf & Keim, Boiler Manufacturers, etc., Shenandoah, Penna.—Gentlemen: My opinion as to the merits of your improved steam boiler for steam heating purposes is that it is a grand success, and I would cheerfully recommend fire companies and all others contemplating putting in steam apparatus in their buildings to use yours. The boiler being made of wrought iron, with its design, together with the rocking grate, commends itself to the attention of the public. Our firemen, especially, find out the value of the apparatus and give due credit, owing to the fact that last winter the fumes of sulphur from the stoves discolored the malle and metal parts of the engines in a few hours after cleaning them; now they hold their polish for weeks, which means both money and labor saved to the firemen. Hope you will meet with the success you deserve. Richard Amour, chief fire marshal. (2) Shenandoah, Pa., Jan. 21, 1887.—I take pleasure in adding my testimony to the superior advantage of the Schimpf & Keim circulating boiler. In the most extreme cold weather my place of business is heated entirely satisfactory by your steam heating apparatus. Yours truly, M. M. McDermott, P. R. & P. W. U. Tel. Co. (3) Messrs. Schimpf & Keim, Sirs.—We can in all honesty recommend your heating apparatus to any we know of, as we have investigated many. It uses less coal and gives more heat per ton of coal used with less trouble than any we know of. Have used it two years with not one cent's worth of repairs in that time. Would not do without it for twice what we paid for it. Yours C. W. Beddall, Ed. A. Beddall, Nathan Beddall. (4) Shenandoah, Feb. 5, 1887. Messrs. Schimpf & Keim: Dear Sirs:—It gives me pleasure to say that your steam heating apparatus placed in the Presbyterian church has given perfect satisfaction in every particular. Yours very truly, D. M. Hazlett, pastor. The following also are using the boiler with eminently satisfactory results: T. H. Bechtel, No. 511 Market St., Philadelphia, Pa.; John C. Knapp, Mahanoy City Pa.; Jonathan Kester, Ringtown, Pa.; Jacob Amann, Hazleton, Pa.; J. H. Moyer, Hazleton, Pa.; Glasgow Iron Co., Pottstown, Pa.; P. Willard, Trappe, Pa.; J. G. T. Miller, Trappe, Pa.; Carlisle Manufacturing Co., Carlisle, Pa.; J. J. Keely, Shenandoah, Pa.; Josiah Johnson, Shenandoah, Pa.; Samuel Weidman, Shenandoah, Pa.; George T. Folmer, Shenandoah, Pa.; Michael Peters, Shenandoah, Pa.; Geo. W. Beddall & Bros., Shenandoah, Pa.; A. F. Owens, Shenandoah, Pa.; Mrs. Sarah Wasley, Shenandoah, Pa.; R. Sene Hook and Laddler Co., Shenandoah, Pa.; Shenandoah School Board, Shenandoah, Pa.; Shenandoah borough building, Shenandoah, Pa.; Presbyterian church, Shenandoah, Pa. The company operate extensive and thoroughly equipped works at Norristown, having in service there all the latest improved and finest machinery obtainable, with all necessary facilities, while a large force of skilled workmen are employed under an efficient superintendent. With such a man as Thos. G. Lovegrove, of the firm of Lovegrove & Co., extensive dealers in machinery and boilers, this city, president of the company, and T. H. Bestol, of Philadelphia, and John R. Loisinger, of Shenandoah, executive officers, it does not require any special draught upon prophetic ken to foresee for this enterprise long and enduring success.

ENGLAND & BRYAN, Hides & Leather, Manufacturers of Oak Tanned Belting Butts; Scoured Oak Sole Leather Backs, &c. Nos. 257 to 260 North Third Street, and Nos. 302 to 308 Vine Street.—The importance of Philadelphia as a centre of the trade in leather and hides is generally recognized, and deservedly so, for here is permanently located the great and representative house of Messrs. England & Bryan, whose oak tanned leather is now in such universal demand. The immense business done in the firm's great warehouse on North Third and Vine Streets, was founded in 1856 by Mr. James England, one of the most successful carriers. In 1857, he took into co-partnership his son, Mr. T. Y. England, under the style of James England & Son. In 1872 the firm of England & Bryan, succeeded, Mr. J. Y. England, Mr. E. H. Bryan, being the co-partners and in 1887 Mr. C. S. Walton, was admitted to partnership. They unite vast practical experience, perfected facilities and influential connections, and are progressive and enterprising. Their tanneries are located at Harrisonburg, Va., and Westminster, Md., and are equipped with modern appliances affording employment to upwards of seventy-five hands in the production of the finest grades of oak tanned sole leather and belting leather. Their Philadelphia premises comprise three floors and basement, each 80x150 in dimensions, and where is a large carrier's shop, salesroom, etc. An average of seventy-five hands are employed in the carrier's shop, and the leather turned out is in all respects of the highest grade. From this immense stock the largest orders are promptly filled and the house numbers among its customers leading manufacturers of belting, boots and shoes, etc. Their stock includes the best grades of oak tanned belting butts; scoured oak sole leather backs; oak shoe skirting for turn shoes; oak welt and wax upper leather; oak harness and bridle leather, etc. Their leather is recognized by experts to be the best in its line on the market, and for its great superiority. Their "Schlosser" tannage of oak sole leather received the medal at the Vienna, Centennial and New Orleans exhibitions. The severest tests of belting made from it, and of boots and shoes in use, proves conclusively that these leathers have no equal for durability, economy and general excellence. The co-partners are popular and respected. Mr. England has long been active in tannery circles, and in this branch of trade the honors has achieved by its skill, ability and integrity, a position of prominence among the leading manufacturers of this great city, and is the most thoroughly representative of any concern in its line.

CHARLES M. CHRISKEY, Hardware Commission Merchant, No. 508 Commerce Street.—A house that has been established and in successful operation for a period of forty years must necessarily attract more than ordinary attention from the compiler of this review of the commerce and industries of the city of Philadelphia. Such an establishment is that of Mr. Charles M. Chriskey, the well-known hardware commission merchant, at No. 508 Commerce Street. This is the oldest house in the hardware trade of this city, having been established in 1819, by Messrs. Caldwell & Chriskey, the present proprietor succeeding to the sole control ten years later. The building which is occupied entire for trade purposes contains five floors and a basement, 18x90 feet in dimensions, giving an abundance of room for supplying the most extensive demand. The several departments are filled with an elaborate and diversified stock, embracing builders' and general hardware, shelf goods and farming tools, locksmiths' and butchers' supplies, carpenters', mechanics' and machinists' tools, table and pocket cutlery, and house-furnishing hardware of the best makes. Among the specialties handled by this firm, which bear such a high character for utility and superiority as to command universal attention and general patronage, may be mentioned Chapin's rules and planes, Disston's saws, Wellington emery, Spencer's files, Chesterman's tapes, A. G. Coe's wrenches, and the best grades of edge tools, nuts, washers and clinch rings. To attempt an enumeration of the articles carried by this house would be to present our readers with an immense catalogue. Suffice it to say, it keeps everything, "from a needle to an anchor." The supplies are purchased in vast quantities direct from the manufacturers, and careful attention is given to the quality and character of the productions, the aim of the proprietor being not only to meet every want, but to offer the very best in every case that the markets afford. The rarest inducements are extended to the trade in the matter of

terms and prices, and all the great resources of the house are used to promote the interests of its patrons. The business, which is exclusively wholesale, is immense and influential throughout the middle and southern states, and unequalled facilities are afforded for the prompt and perfect fulfillment of all orders. Mr. Chriskey is a native Philadelphian, and among our best-known and most successful merchants and solid, substantial business men.

WILLIAM HODGES & CO., House Furnishing Goods, No. 732 Market Street.—The most progressive house engaged in the vitally important business of house furnishing in this city is that of William Hodges & Co., located at No. 732 Market Street. The methods, character and quality of stock bear no comparison with the average dealer in this line; on the contrary, this firm have from the inception of their business in 1880 conducted it upon the highest attainable plan of efficiency and excellence, omitting no effort or outlay in order to keep the best goods in every department in stock, and to fully cover the field so that buyers, however critical or refined their tastes, could here select exactly what they wanted. Every class in the community finds it advantageous to buy here, where is carried the largest wholesale and retail stock of its kind in town. The business premises comprise an entire four-story building, 25x100 feet in dimensions, which is handsomely fitted up, and perfect in convenience of arrangement for display, inspection and sale, of the stock here carried which comprises everything used for household and house-keeping purposes. The proprietors bring to bear ripe experience and ample resources in the harmonious gathering together of a bewildering, yet attractive, display of tin ware, cutlery, ice chests and water coolers, and other articles which it is impossible to particularize. The stock embraces the products of the most celebrated makers both in Europe and America. The housewife, the hotel keeper, and the retail dealer can here select from hundreds of samples. In cutlery the stock includes the finest knives, forks, carvers, slicers, steels, and spoons of heaviest electro-plate. The business is brisk and lively in city and country, and the wants of all classes of patrons are ministered to with eminent success and satisfaction in every instance. Mr. William Hodges, the active member of the firm, is a native Philadelphian, for twenty years a member of the firm of Isaac S. Williams & Co., and of high standing in business and social life, eminently deserving of the substantial success he has achieved and the high degree of consideration in which he is held by the public at large, to whom the firm name has become a veritable "household word."

M. EHRET, JR. & CO., Distillers, Coal Tar, and Coal Tar Products, No. 423 Walnut Street.—An important branch of manufacturing activity in Pennsylvania, and one deserving of special mention in this commercial review, is the distillation of coal tar and coal tar products. In this connection the firm of Messrs. M. Ehret Jr. & Co., has achieved merited distinction, owing to the superiority, quality and uniform excellence of its productions, which are unrivalled in the United States or Europe. This extensive business was established twenty-five years ago by M. Ehret Jr., conducted by him until 1883, when the present firm succeeded to the management. The co-partners, Messrs. M. Ehret Jr., G. W. Elkins and G. D. Widener, bring great practical experience to bear, and possess an intimate knowledge of every detail of this important industry, and the requirements of the American market. Their office in Philadelphia is located at No. 423 Walnut Street, while their works are at Thirty-sixth Street and Gray's Ferry Road and at Point Breeze. The works are among the largest and best equipped of the kind in the United States, and furnish constant employment to 250 workmen. Messrs. M. Ehret Jr. & Co., distill extensively coal tar and coal tar products, and also manufacture roofing materials, roofing felt, etc. Their products and goods are standards in the market, and are general favorites with the trade, wherever introduced. The firm promptly and carefully fill orders at the lowest possible prices, and their trade now extends throughout all sections of the United States and Canada. Messrs. Ehret, Elkins and Widener are all natives of Philadelphia, and highly esteemed in business circles. They may justly be considered as thoroughly identified with the best interests of Philadelphia, whose commerce they are promoting with zeal, discrimination and success.

STOCKHAM & ROWLEY, Wholesale Dealers in and Shippers of Oysters, Fresh Fish, Lobsters, Game, Etc., Nos. 20, 21, 34, 35, 50 and 51 Dock St. Wharf.—As a point of transit and re-shipment, as well as a central depot for all kinds of fish, etc., Philadelphia has for many years absorbed a large portion of trade in this direction, and is so advantageously situated between the source of supplies and the larger portion of the middle states, as to have controlled, in a great measure, the handling of this indispensable product. Numerous firms and individuals are here engaged in the fish traffic, and in some instances have developed a capacity for its management that has led to an extraordinary growth of facilities, and greatly enhanced the commercial thrift of the city. Prominent among such we must rank the firm of Messrs. Stockham & Rowley, of Nos. 20, 21, 34, 35, 50 and 51 Dock Street Wharf. This firm are wholesale dealers, commission merchants and shippers of oysters, fresh fish of all kinds, clams, lobsters, game, etc., and in their line control an immense trade. This business was organized upwards of eighteen years ago by the late Mr. John E. Stockham, who conducted it with large and continuous success until his death. Then he was succeeded by his brother, Mr. T. A. Stockham, who formed a partnership with Mr. A. S. Rowley, under the style of Stockham & Rowley. The firm occupy commodious premises, have fine dock accommodation with every facility for unloading vessels direct into their warehouses economically. They are cultivators of oysters, and have oyster beds in the York River, at West Point, Va., where they plant oysters in the spring, allow them to mature during the summer, and take them up during the winter as trade demands. The firm are the owners of vessels, employ a staff of numerous hands, and are prepared to supply the trade with oysters, all kinds of fresh fish, game, terrapin, etc., at short notice and at bottom prices. The house is a flourishing and responsible one, and the proprietors are both natives of the city and very popular young men.

S. S. DARNON, Wholesale Fruit and Produce Commission Merchant, No. 120 Spruce Street.—Philadelphia is not only one of the finest markets for the sale of fruits and produce of all kinds, but is likewise the most popular purchasing point for a vast area of territory, being so central and with such perfected transportation facilities. Among the leading produce commission merchants who have done so much to strengthen and develop this branch of trade is Mr. S. S. Darnon, whose warehouse is located at No. 120 Spruce Street. The business conducted by him upon a scale of such magnitude was originally founded in 1852 by the old firm of Burbage Brothers. In 1872 it dissolved, being succeeded by the firm of Burbage & Co., composed of Mr. Burbage and Mr. Darnon. They thus continued until 1879, when Mr. Darnon became sole proprietor and under whose direct and able management, the business has grown to be one of the first importance in its line. Mr. Darnon was formerly located in the old Delaware Avenue market house, but in response to the growing demands of trade, purchased this building for his own use and fitted it up, and removed here in March, 1887. He does a wholesale fruit and produce commission business, and is nationally popular as a responsible and honorable merchant, who does the best he can for every consignment. He is a heavy receiver in car and cargo lots from both the south, west and north, making a prominent specialty of oranges, berries, peaches, watermelons and other fruits, also a full line of vegetables, etc., in fact all fine fruits and southern vegetables in their season. Many leading growers of the south consign exclusively to him, finding their interests so carefully guarded. All growers and buyers can rely on having their truck and fruits promptly disposed of by Mr. Darnon to best advantage, and immediate account sales rendered. He has two large floors here devoted to receipt and handling of stock and sells to the best class of trade throughout the city. Mr. Darnon is a prominent and respected member of mercantile circles, a native of New Jersey, coming here in 1864, and has done much to develop this branch of the city's commerce. He is an active member of the Produce Exchange, and is on the board of managers, faithfully discharging the onerous duties thus devolving upon him. He bears the highest standing in financial and commercial circles and refers to such prominent institutions as the Produce and Sixth National Banks; to the Produce Exchange

and to Broad-street's and Dun's commercial agencies. Able, enterprising and exercising judicious methods, Mr. Darnon is in every way a worthy and leading representative of this important branch of trade.

WALTER RALEIGH, Insurance Broker, No. 313½ Walnut Street.—Prominent among the widely known and reliable insurance agencies of this section is that of Mr. Walter Raleigh, whose office is conveniently located at No. 313½ Walnut Street. This agency was founded in 1886, and from the outset has had accorded to it a most liberal and substantial patronage, which is steadily increasing year by year. Mr. Raleigh transacts all kinds of fire, marine, and inland insurance, as well as life, boiler, plate glass and accident insurance, and, having absolute control of the Philadelphia business of the various insurance corporations he represents, is not only enabled to offer very superior inducements, but likewise to guarantee a prompt and sure adjustment of all losses that may occur. Both as an experienced underwriter, and as being proficient in all matters pertaining to insurance, Mr. Raleigh is a very desirable agent with which to place the insurance of one's property or merchandise. For a long period before beginning the insurance business, he was engaged in the mercantile and manufacturing business, and now represents some of the largest, most liberal and most responsible insurance corporations, both foreign and American, and insures all kinds of insurable property, at the lowest rates compatible with security, distributing the risks among sound companies only, renewing policies when expired, and generally relieving the business community of all care and trouble in this respect. Mr. Raleigh is a native of Philadelphia, an active and popular member of the Tariff Association, and is highly regarded for his excellent business principles and integrity.

LANGFELD BROS., & CO., Manufacturers and Importers of Pocket Books and Fancy Leather Goods, Nos. 721 and 723 Arch Street; New York Office, No. 356 Broadway.—The enterprising and eminent house of Messrs. Langfeld Bros. & Co., has by reason of its able policy and magnificent stock of goods secured to the city of Philadelphia the most important trade in the United States in all kinds of imported and domestic pocket books, purses and fancy leather goods generally. The business is very old established, having been founded by Messrs. Langfeld, Turner and Andrews upward of twenty years ago. They early achieved national celebrity for the superiority of their product, and developed a trade and connection of the most extended and desirable character. In 1886, Messrs. Abram M. and Morris F. Langfeld (brothers), formed the existing co-partnership under the name and style of Langfeld Bros. & Co. Both, as regards vast experience, perfected facilities and character and magnitude of their product they stand unrivalled on the continent to-day, and the best class of trade has so decided. Their concern is one of the great industrial establishments of the city, occupying five entire floors at Nos. 721 and 723 Arch Street, 20x150 feet in dimensions, having all modern conveniences, including elevator, and equipped with the best of machinery and appliances run by steam power. An average force of from 400 to 500 skilled hands are employed in the manufacture of pocket books and leather novelties of every description. The Messrs. Langfeld exercise the greatest care in the selection of skins and other materials, trimmings, etc., they maintain the highest standard of excellence for workmanship and finish, and are justly celebrated for the originality and artistic beauty of their new styles of pocket books, stamp holders, cigar cases, albums, etc., etc. Their goods compare favorably with any others in this line made in America, and in addition the firm are extensive importers of Berlin and Vienna novelties. They display by far the largest and most comprehensive stock known to the trade, and one that is specially sought after by leading jobbers, and large retailers, including the big dry goods houses, stationers, etc. The firm have a branch house at No. 356 Broadway, New York, and thence fill the orders of the eastern trade and in that city. Messrs. Langfeld have here developed an industrial and commercial interest of the first magnitude, and one in the highest degree creditable to their ability, integrity and enterprise, while they retain to Philadelphia the supremacy in this staple branch of trade.

THE REAL ESTATE INVESTMENT COMPANY, of Philadelphia, John J. Ridgway, President; Aubrey H. Gillingham, Secretary and Treasurer; No. 721 Walnut Street.—The rapid development of the real estate market of Philadelphia, and the steadily enhancing values of choice property render the financial interests involved of paramount importance. No form of investment has latterly become so popular with the conservative public as judiciously selected real estate, for not only to improved realty is a permanent source of income assured, but likewise a reasonable certainty of a prospective increase in value. In this connection special reference is made in this commercial review, to the reliable and substantial Real Estate Investment Company, of Philadelphia, whose offices are located at No. 721 Walnut Street. This progressive company was duly incorporated under the laws of Pennsylvania in 1870 with a perpetual charter, its paid up capital being \$250,000. Its career has been a very successful one highly creditable to the conservative methods and judgment of its management. The following gentlemen, who are widely and favorably known in financial and real estate circles for their executive ability, prudence, and integrity are the officers: John J. Ridgway, president; William F. Deakyn, vice president; Aubrey H. Gillingham, secretary and treasurer; E. L. Mintzer, Jr., trust officer; Robert Alexander, solicitor. This responsible company invests money in real estate and real estate securities, buys and sells on five to ten days' notice, makes permanent and temporary loans on real estate, advances cash to owners for taxes, water rents, repairs and improvements. The company also acts as agent for the general care of estates, collects rents, interests, dividends and income of all kinds, attends carefully to the payment of taxes, water rents and repairs, and performs all the duties of a real estate broker. A general banking business is also conducted, deposits being received subject to check at sight, while the company likewise makes collections, etc. Particular attention is paid to Southern investments. The company has always for sale in amounts to suit investors 6 $\frac{1}{2}$ bonds first principals interest guaranteed and payable at its office. Mr. John J. Ridgway, the president, is ex-sheriff of Philadelphia. Mr. William F. Deakyn, the vice president, has an excellent reputation as an expert upon the present and prospective values of city and county property, and has often been called upon to act officially as an appraiser of all descriptions of realty. His valuations have ever been borne out by subsequent rules and his just methods have gained for him the confidence of the entire community. Mr. A. H. Gillingham, the treasurer and secretary, is an able and careful officer and one of our prominent capitalists. In conclusion we would add, that the business of the Real Estate Investment Company is marked by a steady annual increase, and its present prosperous condition augurs well for the future.

HICKS & DICKEY, Steel of every description and Forgings, Sales Agents for entire product, Crown & Cumberland Steel Company, Cumberland, Md., No. 413 Commerce Street.—In the metals market and an ever widening circle of consumers of machinery and tool steel, the product of the Crown & Cumberland Steel Company is justly celebrated for its superiority and uniform high standard and excellence, and the company's facilities are taxed to the utmost to supply the growing demand. The company's sales agents are Messrs. Hicks & Dickey, the well known steel merchants of No. 413 Commerce Street, and who handle the entire product of the company's works. These are situated at Cumberland, Md., and are of large size, fully equipped with the latest improved furnaces, crucibles, rolls, etc., and affording employment to upwards of 110 hands in the manufacture of fine grades of crucible steel for tools, taps, dies, chisels, drills, shear knives, etc., machinery and spring steel, inclusive of the heaviest steel shafts, car, and locomotive axles and forgings. Car spring steel is a prominent specialty, and is in steady demand by leading manufacturers. The works are under the efficient and experienced superintendence of Mr. Josiah Holmes, a recognized authority and expert in this branch of metallurgy. Mr. T. A. Hicks and Mr. W. C. Dickey formed their existing co-partnership upwards of ten years, importing and dealing in steel of every description, establishing widespread and influential trade relations, and achieving an enviable reputation. About one year ago they became largely interested in the Crown & Cumberland Steel

Company, Mr. Hicks becoming secretary and treasurer, and Mr. Dickey general manager. Under their able guidance the affairs of the company are in a most prosperous condition. Messrs. Hicks & Dickey occupy a centrally located four-story and basement building, twenty-five feet by one hundred in dimension, and where they carry the most comprehensive and desirable stock of crucible and open hearth steel in all shapes, to be found in this city or elsewhere. Among the staple lines which can best be contracted for ahead, or purchased in quantities to suit from this concern, are open hearth machinery steel, lathe cut ends, special qualities of machinery steel from hammered billets, Bessemer machinery steel, inclusive of round shafts from 1" to 5" diameter, sawed off hot to specified lengths; cold die rolled or compressed steel for shafting in bars or cut to special length as required; steel tire in sets, toe calk steel, sleigh steel, carriage axle steel, steel wire nails, etc., and as before mentioned full lines and a heavy stock of the crucible cast steel from their own Cumberland works. Both Messrs. Hicks and Dickey are natives of Philadelphia, and have long been actively identified with her leading commercial interests; they are enterprising and by their enlightened policy and knowledge of steel in all its qualities, are maintaining a highly important trade, national in its extent, and one destined to extend to proportions of great magnitude.

EMPLLOYERS' LIABILITY ASSURANCE CORPORATION (Limited) of London, England, J. G. Hooven & Co., Managers; Office Nos. 411 and 413 Walnut Street.—This representative and substantial company established this office in 1887, for the purpose of controlling its business in Pennsylvania, New Jersey and Delaware. The Employers' Liability Assurance Corporation issues policies indemnifying employers against any compensation or damages, which they may be required to pay, as the result of legal proceedings, on which with the concurrence of the corporation, the employer may agree to pay in respect of accidents to workmen. The assistance and protection afforded by the policy may be thus summarized:— Upon the occurrence of an accident to an employee in respect of which compensation is or may be applied for, the corporation at once, by competent inspectors and eminent counsel thoroughly investigates and considers the whole of the circumstances relating to the case, and if the same indicate a liability on the part of the employer steps are taken with a view to a settlement without litigation. Should, however, legal proceedings be taken, the corporation undertakes the case on the employer's behalf, relieves him of all trouble and responsibility, defrays the law costs and expenses, and, up to the limit undertaken by the corporation, pays any damages which may be awarded. This system of insurance affords an inestimable relief to the heads of large factories and other employers of labor in that they are relieved of all the trouble and anxiety attaching to accidents to their employees, and are able to determine exactly their yearly expenses in respect of such casualties. Limits of liability undertaken by the corporation: For death or disablement of any one workman, \$1,500; or, in lieu thereof, an amount varying from \$1,500 to \$5,000 (according to requirements, and at proportionate rates). For any one accident to several workmen, \$10,000. The policy does not lapse upon these limits being reached, but continues its warranty to pay, within such limits, for every accident which may take place during the policy year, whether the number of such accidents be fifty or five thousand. The insured accepts no liability or responsibility other than the payment of the premium, which is the first and only expense attaching to the policy. A number of our leading manufacturers with annual pay rolls of over \$60,000,000 have availed themselves of the protection afforded by the company's policies. The aggregate amount of wages paid to all workmen employed is the basis on which the premium is charged, the premium being a percentage on every \$100 estimated to be paid in wages during the year. The Employers' Liability Assurance Corporation has a paid up capital of \$500,000 and deposited in the United States, \$200,000 in U. S. Government and other bonds. Trustees for the United States, Oliver W. Peabody, Esq., Kidder, Peabody & Co., Boston; Chauncey M. Depew, Esq., First, N. Y. Central & H. R. R. Co., New York; Samuel Sloan, Esq., First, Delaware, Lack. & West. R. R. Co., New York; Wm. A. French, Esq., Prest. Mass. Nat'l Bank; Abram French & Co., Boston; Hon. John Lowell, Boston.

STEPHEN MORRIS, & SON, Manufacturers of Heaters and Ranges, Bricklaying and Building, Office Nos. 121 and 123 North Sixth Street, Warehouse, Nos. 866, 868 and 870 Franklin street.—The old-established and representative house of Messrs. Stephen Morris & Son, manufacturers of heaters and ranges, low grates and open fireplaces, and contractors and builders, is the oldest in this line in Pennsylvania, and was established in 1812 by Mr. Stephen Morris, and Mr. James entered in 1817. Mr. James retired in 1876 and the firm was changed to its present style on the admission of Mr. E. W. Morris who is now the sole proprietor, his father, Mr. Stephen Morris, having died February 14, 1880. The present premises have been occupied since 1847, the factory on Franklin Street being equipped in the best manner and filled up with all the necessary tools and appliances, while constant employment is afforded to from fifty to seventy-five skilled workmen. The Morris heaters and ranges have been on the market for forty-seven years and their reputation as being the best that can be obtained is unquestioned; and they are the embodiments of mechanical excellence, of the best workmanship and the highest order of perfection, and are universal favorites with the trade throughout the entire country and always command a rapid sale. Among the specialties of this concern may be mentioned the "Morris" wrought iron heater with the Morris patent shaking and dumping grate, an examination of which will show that it is far in advance of all others. It is the most powerful, durable, economical and absolutely self-clearing, air-tight furnace ever put upon the market and possessing none of the objectionable features urged against many furnaces. A large saving of fuel is guaranteed in using this furnace and this with no diminution of heating power. The "Favorite" heater, with air-tight front, has proved to be a most powerful heater, economical in the consumption of coal, having a poke hole door for the purpose of poking the fire and taking out clinkers which prevents the draught from rapidly consuming coal. The "Dog House Heater" is made with permanent radiators or drums and is absolutely smoke and gas-tight, and is designed for heating large buildings, churches, school houses, etc. Their "Favorite Portable Heater" has met with great success and is simple in its management and gives satisfaction in every case. They also manufacture a large variety of ranges and other furnaces. Special mention should be made of the large "Morris Hotel Extension Range" which is extended to any number of ovens and fires and is for use in large hotels. In addition to this may be mentioned the "Morris Hotel Range," "The New Morris Range," "The Favorite Range," etc., all of which combine many improvements peculiarly their own. In their spacious waterrooms, which comprise a three-story building 45x100 feet in size, a heavy stock of these goods is carried and orders are promptly filled. Contracts are made and estimates are furnished for building, bricklaying etc., etc. Mr. Morris is a native of Philadelphia where he is highly esteemed, as he is also in trade circles all over the country for his sound business principles, reliability and integrity. The house issues a fine illustrated catalogue which is forwarded on application.

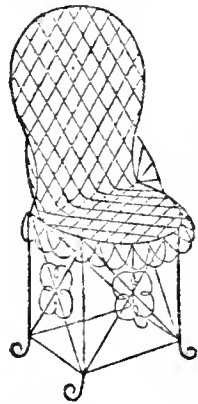
W. H. MICHAEL, Foreign and Domestic Fruits, No. 114 Dock Street, (West Side).—The importance of Philadelphia as a great centre of the wholesale and commission trade in foreign and domestic fruits can not be over-estimated. She is more central than any other port or railway terminus and has in every way the most perfect facilities and is the most desirable as a purchasing point. Among the leading representatives of the above branches of trade is Mr. W. H. Michael whose enterprise, energy, skill, and sound judgment coupled with sterling integrity have given him a national reputation. Mr. Michael is a native of Columbia County, N. Y., and came to Philadelphia in 1864. In 1868 he founded his present business, his warehouse first being located on Second Street, whence, owing to steady growth of trade, he had to remove to his present spacious premises in 1880. He brings to bear the widest range of practical experience, and there is no one so thoroughly well-versed as he in the wholesale trade in foreign and domestic fruits. He is a heavy wholesale importer and dealer as well as commission receiver of oranges, lemons, etc., also peaches, pears, berries, and above all grapes. He may well

be termed the "grape king" of the trade—the largest here and so far as we know, in the United States. He is one of the heaviest buyers and receivers of the Hudson Valley and Western New York grapes, and last season handled over seven hundred tons of grapes from New York State alone, besides Delaware, New Jersey, etc. He also receives largely from Florida, and in season of peaches from Delaware, and is unquestionably the ablest and one of the most popular commission merchants in town. Mr. Michael is very widely and favorably known, and has most influential, widespread connections, enabling him to handle the largest carload or cargo consignments, speedily disposing of same, and promptly rendering account sales. He is a respected citizen and a public-spirited member of the Philadelphia Produce Exchange, and also of the New York Fruit Exchange. Personally, he is greatly esteemed for his unswerving integrity and geniality of temperament, and those entering into business relations with him will find their wants carefully attended to, and their interests sedulously protected.

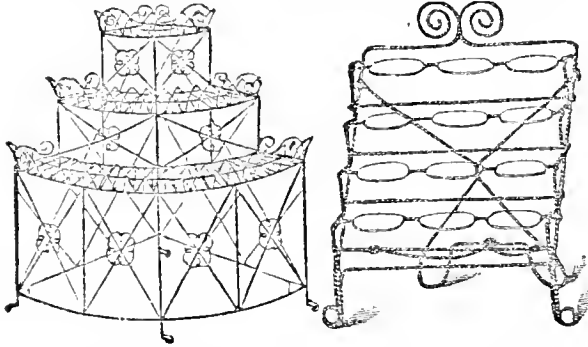
JOHNSTON, HOLLOWAY & CO., Proprietary Medicines No. 531 Commerce Street.—Johnston, Holloway & Co., late one of the largest proprietary medicine houses in the country, was formed in 1853 by Hiram C. Johnston, William Holloway and James Cowden under the name of Johnston, Holloway & Cowden. In 1870 Mr. James Cowden retired and Messrs. Matthew A. Cowden and William F. McPherson were admitted and the firm name changed to the present title. In 1877 Mr. Johnston died and the remaining members purchasing his interest, continuing until January 1888 when Messrs. Matthew A. Cowden and Wm. F. McPherson retired, and William Holloway, M. D. the senior partner, associated with his son, H. W. Holloway, continuing the same title, but relinquishing the jobbing proprietary business, to take charge of the large and growing proprietary medicines of the firm of world wide reputation, consisting of Hoofland's German bitters, an elegant elixir of root and herb juices for dyspepsia, liver and kidney disorders, and podophyllin pills for bilious disorders, Heiskell's tetter ointment for the perfect cure of all forms of skin disease, Holloway's vermifuge confections, Holloway's arnica plasters, Kromer's hair dye, Kirby's cholera drops. They are now located at No. 531 Commerce Street, where they have commodious quarters with every scientific appliance in their laboratory to manufacture extensively in the most approved manner their several preparations. The firm are greatly respected in business circles for their many sterling qualities and integrity and justly merit the success which has attended their enterprise and ability.

C. F. ROCKFELLOW, Wholesale Liquor Dealer, No. 335 North Second Street.—An old-established and well-known wholesale liquor house in this city is that of C. F. Rockfellow, No. 335 North Second Street, which for forty years has been in prosperous existence. This popular and responsible concern has always borne an excellent name for fine goods and honorable dealing, and fully sustains to-day its well-deserved reputation in these respects, while its trade affords evidence of steady and gratifying increase. The house was founded in 1849 by the firm of Gibson, Rockfellow & Co., and under this style it was conducted up to 1872, when the present proprietor retired and assumed control of 335 North Second Street, and has since continued the business alone with uninterrupted success, occupying this building about seventeen years. The premises here occupied comprise the whole of a four-story and basement structure, 29x159 feet in dimensions and a heavy stock is, constantly carried, including choice brands of imported and domestic wines, brandies, gins, whiskies, rums, cordials, bitters, case goods and everything in the line of vinous and spirituous liquors, fine native whiskies being a specialty. Several efficient assistants are employed in the establishment with an experienced salesman on the road, while the proprietor exercises close personal supervision over every detail of the business, and the trade of the house, which is large and active, extends all over the city, state and adjoining states. Mr. Rockfellow, who is a gentleman of sixty-three and a native of New Jersey, forty years in Philadelphia, is a man of strict integrity in his dealings, as well as thorough experience in the business, and is well and favorably known in the trade.

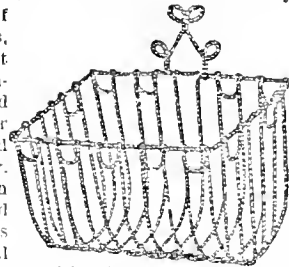
PHILADELPHIA ORNAMENTAL WIRE COMPANY, Manufacturers of Wire Goods; Warerooms and Factory, No. 13 North Sixth Street; H. A. Darby, Proprietor.—It is impossible to enumerate all the uses of copper, iron, brass and steel wire. At the present day it is woven into fine wire cloth for sieves, screens, etc., and in fact wire is invaluable for domestic and other uses. A progressive and reliable house actively engaged in the manufacture and sale of all kinds of wire goods, is that known as the Philadelphia Ornamental Wire Company, No. 13 North Sixth Street, of which Mr. H. A. Darby is the popular and enterprising proprietor. Mr. Darby is a thoroughly practical expert wire worker whose business was established five years ago, since which period it has increased to a liberal and permanent patronage in Pennsylvania, Delaware, Maryland and New Jersey and the west. He occupies four spacious floors, each being 20x100 feet in area. The manufacturing department is fully supplied with the latest improved wire working machinery and appliances, known to the trade. Here is manufactured



largely, plain and twisted wire goods of every description, and he makes promptly to order and gives estimates for original and artistic designs in wire. He makes and keeps constantly in



stock flower stands, fire screens, pen racks, egg whips, soap holders, potato mashers, sponge racks, card and plate easels, etc., and quotes prices very difficult to be secured elsewhere. Mr. Darby is the son of the senior partner of Darby & Sons, wire manufacturers, whose establishment is the largest and oldest of the kind in Pennsylvania. All goods manufactured by this company are unrivalled for quality, finish and excellence, and have no superiors in this country. Mr. Darby is highly esteemed in trade circles for his energy and integrity, and his success in this useful industry is as substantial as it is well merited. In connection with this establishment may be mentioned Mr. Edward Dawson, a practical wire worker, who has been connected with the well known firm of Woods, Sherwood & Co., of Lowell, Mass., for a period of fifteen years, and who has brought with him a thorough knowledge of wire goods of twisted or plain wire of every description. There is also another department operated by the same company, we refer to the finning works, where is done all their own plating, besides finning iron for the hardware trade. We would ask that our readers give them a liberal patronage.



has the benefit of the permanent location in its midst of the nationally celebrated house of Messrs. W. B. Hackenburt & Co., of No. 25 North Third Street. The immense business centered here was founded in 1863 by Messrs. Aule, Hackenburt & Co., succeeded in 1883 by the present co-partnership, being after Mr. Aule's decease. The partners, Mr. William B. Hackenburt, and Mr. Anthony Bohem, bring to bear every possible qualification. Mr. Hackenburt was born in this city, and early in life became identified with the branch of trade in which he has achieved such success. Mr. Bohem was born in France, thirty years resident here, and is a practical silk manufacturer. The firm's business has steadily enlarged, and recently they removed from their old factory on North Front Street to their new and enlarged premises at Nos. 1341 to 1347 Noble Street, which are fitted up with the latest improved machinery and appliances run by steam power and affording steady employment to an average force of one hundred hands in the manufacture of full lines of machine twist and sewing silks. The raw silks used in their goods are all imported direct from China and Japan for them. The firm exercise the greatest care in the selection of their raw silks, and treat the materials in the most approved scientific manner. Their silks are not over-weighted in dyeing, like so many, but are on the contrary of true honest weight, of brilliant, fast colors, and spun to an even size and number, so that thorough uniformity to the highest standards is maintained. Their machine silks are all put up with their own name attached, and their well known brands of Unique, William Penn and Superior, have attained an enormous sale, direct to large consumers and jobbers, etc., all over the United States. They possess every good quality, and have no equal for general service. So, likewise their sewing silks and button hole twists are of admirable quality and run even and true through the largest quantity. The strength of their silks is remarkable, and their high finish unsurpassed. The firm have no travelers on the road—they do not need them, the trade coming direct here and to the branch salesrooms in New York, Baltimore, Cincinnati and Chicago. At their store in North Third Street is always carried a very heavy and fully assorted stock, from which the best trade in this city and state—manufacturing, jobbing, and retail obtain their supplies, and Messrs. Hackenburt & Co., true to their honorable record, permanently maintain the lead and the uniform high standard of their product.

GOODMAN BROTHERS, Youth's Boys' and Children's Fine Clothing, No. 365 Market Street.—The great house of Messrs. Goodman Brothers, has been an important factor in revolutionizing the American trade in fine clothing, and has aided materially in placing it upon a plane of thorough excellence and efficiency. As makers of and wholesale dealers in youth's, boys' and children's fine clothing, this firm enjoys a national reputation and have built up a trade co-extensive with the limits of the entire country. The business was originally established in 1878, by Messrs. Goodman, Simon & Co., who were succeeded by the present firm in 1882. The building occupied for manufacturing and sales purposes is five stories in height, 30x100 feet in dimensions, and equipped with new and improved machinery, operated by steam power. Forty skilled hands are employed in the building, and from eight hundred to one thousand persons are supplied with work in the city of Philadelphia alone. Their trade has enlarged at an annually increasing ratio, and their name is honored and respected from Maine to Texas and from the Lakes to the Gulf. The firm are regarded as authority in the matter of woollens and suitings, and exercise the utmost care, taste and judgment over every detail of the business. The stock carried is rarely equalled in extent, variety and value by any contemporary house in the country, enabling the firm to promptly fill the largest orders and to offer inducements to the trade, as regards both reliability and excellence of goods and liberality of terms and prices, which challenge comparison and defy successful competition. The co-partners, Messrs. Harry and Solomon W. Goodman, are native Philadelphians, and accounted among that class of energetic, vigorous and progressive young business men who build up great enterprises in every avenue of commerce and trade. Their establishment reflects great credit upon their management and is an honor to the name and fame of this city as a leading commercial and industrial centre.

W. B. HACKENBURG, & CO., Manufacturers of Machine and Sewing Silks, No. 25 North Third Street, Factory Nos. 1341, 1343, 1345 and 1347 Noble Street.—No branch of skilled industry requires greater practical knowledge and more perfected facilities and large capital at command than the manufacture of machine and sewing silks. In this line Philadelphia

JOSEPH ZENTMAYER, Optician, Manufacturer of Microscopes, Etc., No. 209 South Eleventh Street.—The representative and most noted house in Philadelphia extensively engaged in the manufacture of optical goods, microscopes, etc., is that of Mr. Joseph Zentmayer, whose office, salesrooms and factory are located at No. 209 South Eleventh Street. This business was established in 1833 by Mr. Joseph Zentmayer, who conducted it till 1888, when he died after a long, successful and honorable career. He was succeeded by his sons, Messrs. Frank and Edward Zentmayer, who are now carrying on the business under the old name of Joseph Zentmayer. The illness that at last resulted in the death of Mr. Zentmayer came on very slowly, and fortunately only after he had thoroughly instructed his sons in the processes, that have made his work so celebrated not only in America, but also in all parts of the world. His sons have had charge for a number of years of the construction of the instruments, that have given such great satisfaction to all who have used them. Mr. Zentmayer's constant efforts were to improve his methods as well as improve the construction of his instruments. His inventions, that have carried the name of Zentmayer to all parts of the civilized globe, were not made rapidly, as a rule. He pondered over all his improvements for a long time, and they all show deep thought. Those who knew him best remember the look of deep thought impressed on his speaking face when they called and found him alone with his big dark-colored working microscope before him. They knew he was being interrupted in work that would soon add some new thing to his list of accessories, or in the perfection of some instrument. With his life has gone the spirit of a pure-minded and upright man, a good citizen, a lover of liberty and a lover of truth. We find, the following articles, which were his work, in the Journal of the Franklin Institute: On a mechanical finger for use in mounting diatoms under the microscope; On an erecting prism, for use in the microscope; A lecture on lenses; On improvements in microscopes. Also in the Philadelphia Photographer, 1867, vol. 4, p. 251, we find an article entitled "Refraction without Dispersion, and some Reflections." Mr. Zentmayer was elected a member of the American Philosophical Society in 1873, and of the "Franklin Institute" in 1865. He received the Elliott Cresson medal for improvements in microscopes in 1875. The great triumph of his microscope making was the perfection of the stand, known as that of 1876, which elicited so much favorable comment during our Centennial Exhibition. The binocular microscope, under his hand, became more useful than ever before. It was not until he had perfected this form that he was willing to sell a binocular instrument. Messrs. Frank and Edward Zentmayer, who are thoroughly able and expert opticians and microscope makers, are now following with great zeal and energy in the footsteps of their honored and talented father. They manufacture carefully all kinds of optical goods and instruments, microscopes, microscopic apparatus, spectacles and eye glasses, and pay special attention to oculists' prescriptions. Their goods and instruments are absolutely unrivalled for reliability, quality, utility and uniform excellence, and have no superiors in this country or Europe, while their prices in all cases are exceedingly just and moderate. In regard to the quality and efficiency of their instruments, they refer to any of our first class microscopists, universities or colleges, and at the same time guarantee entire satisfaction to the most critical patrons. Both Messrs. Frank and Edward Zentmayer are natives of Philadelphia, where they are highly esteemed by the community for their scientific skill, ability and just methods.

H. C. BRIDLE, Platinotype Enlargements, (Willis' Patent) by Electric and Solar Light, No. 913 Arch Street.—One of the greatest improvements in the art of photography is that known as Willis' platinotype enlargements by electric and solar light, now in use by Mr. H. C. Bridle, at No. 913 Arch Street. Willis' patent is by far the easiest printing process known to the art, while at the same time there is no printing process in existence where the possibilities of making artistic pictures are so great as by the platinotype. Mr. Bridle has been established in business here since 1879, and occupies spacious and well-equipped premises, giving unsurpassed facilities for securing the finest effects in all undertakings. In the enlargement of pictures and photographs he is in a position to execute a class of work that challenges comparison and defies successful

competition. With the platinotype there is no toning or fixing, and no prolonged washing. The great amateurs of England, such as Emerson, Berkeley, and many others, in making negatives, always expose for the shadows and let the high lights take care of themselves, using a well-restrained developer. This is one of the secrets of their success in making such beautiful platinotype pictures for which they almost always take prizes whenever they exhibit. The best work can only be accomplished by doing everything well, whether in selection of the subject, exposing the plate, developing the negative or making the print. Mr. Bridle invites correspondence to give the benefit of his advice, and to examine prints as often as they wish to send them. Mr. Bridle is a native of the city of Frome, England, and is known and honored in this city as an accomplished master of his art, and a reliable, responsible business man.

MAIR & CRANMER, Sail Makers, No. 136 South Delaware Avenue.—One of the most reliable and old established houses engaged in sail making, etc., is that of Messrs. Mair & Cranmer, of No. 136 South Delaware Avenue. This business was founded twenty-three years ago under the style of Mair & Co., at No. 119 South Delaware Avenue, a removal having been made to the premises now occupied in 1875, when the firm were burned out. The individual members of the firm are Messrs. John Mair and H. W. Cranmer. Mr. Mair, who was born in Scotland, fifty-four years ago, has resided in Philadelphia for the past forty-two years, and Mr. Cranmer, who has lived in Philadelphia for thirty-three years, was born fifty years ago in New Jersey. Both gentlemen have had great experience as sail makers, and their patronage is by no means confined to the city, but extends all along the Atlantic coast. Their workshop consists of one floor, twenty-five feet wide and one hundred and fifty feet deep, and this is provided with all necessary appliances, and conveniences, for the successful and economical prosecution of the business, which requires the employment of from twenty to thirty hands. The firm manufacture sails for all kinds of sailing craft, Italian awnings, tents, flags, wagon coverings, sackings and store awnings of every description. They make a specialty of yacht flags, and also supply promptly canopies for weddings, reception parties, etc. An excellent assortment of awning stripes of various patterns are kept constantly on hand and all orders are carefully attended to at extremely moderate prices. Messrs. Mair & Cranmer keep in stock a large number of tents of all sizes and flags of all nations, which are let upon reasonable terms. All sails, awnings, tents, etc., manufactured by this firm are made of the best materials and are unrivaled for finish and workmanship. The firm are noted for promptness and straightforward dealing.

VALLEE BROS. & CO., Manufacturers and Dealers in Electrical Supplies, No. 727 Filbert Street.—The progress made in recent years in the applied branches of electrical science is marvelous. A prominent and reliable house manufacturing and dealing in electric supplies, is that of Messrs. Vallee Bros. & Co., whose office, salesroom and workshops are located at No. 727 Filbert Street. This business was established fourteen years by the present co-partners, Messrs. Garrett A. & Geo. W. Vallee, both of whom are practical and able electricians ready to utilize and introduce every new invention, that proves an improvement on existing methods. Their workshops are spacious and are fully equipped with the latest improved special machinery, tools and appliances, necessary for the successful prosecution of this important industry. Messrs. Vallee Bros. & Co., manufacture to order or otherwise annunciators, electric bells, burglar alarms, batteries, wire, watchmans' time registers, Zimdars' pneumatic bells, etc., and also make a specialty of contracting for incandescent wiring and the complete installation of electric light plants. All work turned out by this responsible firm is unrivalled for reliability, efficiency, quality of materials and general excellence and has no superior in this or any other market. They promptly fill orders at exceedingly low prices, and guarantee entire satisfaction to patrons. Both Messrs. G. A. and G. W. Vallee are natives of Philadelphia. They are greatly respected in business circles for their scientific and mechanical ability and integrity, and their prospects in this useful and valuable industry are of the most encouraging character.

W. & T. ALLEN & CO., Manufacturers and Wholesale Dealers in Clothing, Nos. 619 Market Street and 610 Commerce Street.—A house which has established an enviable reputation for its clothing throughout the United States is that of Messrs. W. & T. Allen & Co., of this city. Many houses in the line have been longer in the field, but none have so thoroughly and permanently established relations with the best class of jobbing and retail trade wherever their goods have been introduced. Quality has ever been the first consideration of this popular and enterprising house, and its trade is rapidly progressing based on the merits of its product coupled with moderate prices. The business was started in 1876, and has during the intervening period developed to extended proportions. The concern was formerly located at Fifth and Market Streets, and in response to a demand for enlarged facilities, the firm removed to their present location in 1886. The premises occupied are unusually extensive, comprising No. 619, five stories and basement in height, and 25x150 feet in dimensions, coupled with three floors of No. 621, 25x150 feet in size. This vast area of floor space is none too much for the accommodation of the departments of the concern. The establishment is finely fitted up, and a thorough system of organization is enforced. The co-partners bring to bear the widest range of experience coupled with sound judgment in the selection of woolsens, suitings, etc. They are leaders in fashionable style, and employ the best talent obtainable in the cutting room. A large portion of the clothing is made in their own factory in the building under their personal supervision, so as to insure the best workmanship. The force of hands employed in and outside average from 500 to 600, and the utmost care is maintained to secure the best workmanship and most elegant finish to all the clothing produced here. Manufacturing is conducted upon correct principles by Messrs. Allen, and the results are seen in their heavy and growing trade, which extends all over the country, requiring the services of twelve traveling men on the road. Messrs. William and Thomas Allen are influential and respected merchants, whose energy and enterprise materially contribute to Philadelphia's prosperity. Associated in co-partnership with them are Messrs. John R., and William Allen, Jr., young business men of marked ability, and the house is abundantly worthy of the great success attending its honorably and ably directed efforts.

W. B. ZIEBER'S Great Literary Emporium, Northwest Corner Third and Walnut Streets.—In reviewing the many industries of this great commercial and manufacturing city we find many old established houses whose history dates back over half a century. Among those particularly noticeable is that familiarly known as "Zieber's" which was established on Third Street as long ago as 1826 by G. B. Zieber and afterwards continued by W. B. Zieber. Since 1843 it has been under the control of the latter gentleman and in 1876 the very eligible premises now occupied at the northwest corner of Third and Walnut Street were secured. Every facility and convenience is at hand for meeting the demands of the public and furnishing all the various magazines, periodicals, newspapers, etc., of both foreign and American production, and plain, fancy and counting house stationery, blank books, etc. Zieber's Great Literary Emporium is the oldest establishment of the kind in the country and is not only well known to Philadelphians but has a wide reputation in all the adjoining states. Wm. B. Zieber is a thorough, energetic, reliable business man, prompt and responsible, and imports to order English magazines and books and publications of all kinds and receives subscriptions for foreign periodicals and the New York newspapers which are regularly delivered in all parts of the city. A special business is made of supplying reading rooms, clubs, libraries, etc., with all the serial literature of the day at publishers' prices, and among the magazines and periodicals are the Atlantic Magazine, All the Year Round, American Agriculturist, Bankers' Magazine, Cornhill Magazine, Country Gentlemen, Chambers' Edinburgh Journal, London Engineer, Eclectic Magazine, English Illustrated Magazine, Longman's Magazine, Good Words, London Graphic, Nineteenth Century, Harpers' Magazine, Harper's Bazar, Harper's Weekly, Illustrated London News, Lippincott's Magazine, Leisure Hour, Popular Science Monthly, Littell's Living Age, London World of Fashion, London Society Magazine, Scientific American, Century Magazine, St. Nicholas, Maga-

zine for Boys and Girls, Saturday Review, (London,) Scribner's Magazine, Silliman's Journal Spectator, (London,) Sunday-at-Home, (London,) Temple Bar, Wide Awake, and many others not enumerated. Plain, fancy and commercial printing is also a special feature, the work being executed with a degree of skill, neatness and excellence unexcelled. Mr. Zieber is a Philadelphian by birth and one of the best known men on Third Street, the great centre of business activity in the city, and we know of no better evidence of his popularity and the high reputation of his establishment than the many years he has been located in the vicinity supplying the demands of the public with the various serial publications, stationery, etc.

H. AMILTON & DIESINGER, Manufacturers of Sterling Silverware, No. 810 Sansom Street.—The establishment of Messrs. Hamilton & Diesinger, No. 810 Sansom Street, is not only largest in the manufacture of sterling silverware in Philadelphia, but one of the most prominent institutions of its kind in the country. It was originally established in 1879, by Mr. Matthew Hamilton, and in 1881 the present firm was organized by the admission of Mr. Herman Diesinger to partnership. The field covered by these gentlemen is an interesting and important one. The premises occupied for manufacturing and sales purposes comprise a building 20x100 feet, and the facilities of the firm for meeting every demand of the trade include all the machinery and appliances known to the art of the silversmith. The arrangements and conveniences are ample for the prosecution of a very extensive business, and the proprietors have with characteristic enterprise availed themselves of every late and meritorious device for insuring rapid and perfect production. A force of fifty skilled hands contribute to the satisfactory operations of the house, and the reputation achieved for the execution of work of a very high order of merit is excelled by no similar institution in the country. The range of manufacture includes a vast array of novelties for the trade, in tea sets, punch bowls, forks, spoons, pitchers and general table ware: snuff boxes, cigar and cigarette cases, and mountings, etc., The display made in the handsome salesrooms of the house is worthy the attention of connoisseurs in this line, as it is unequalled in this section of the country for originality and beauty of design, and for artistic workmanship. The goods are recognized as standard novelties in all markets, and are in heavy and influential demand in all the leading mercantile centers of the country. They are supplied at terms and prices which are eminently fair and equitable, and orders are filled with promptness and care, and satisfaction is guaranteed all customers and business relations once formed are sure to prove permanent and profitable to all concerned.

H. C. BONSALE & CO., Shippers of Anthracite and Bituminous Coal and Coke, General Office, No. 138 South Fourth Street.—Of all the great staple products entering into general consumption, there is none more important than coal, as it goes without saying. Among the firms contributing most largely to the sum of commercial activity in the line indicated in Philadelphia may be mentioned that of H. C. Bonsall & Co., shippers of anthracite and bituminous coal and coke, with general office at No. 138 South Fourth Street, (room 4), and whose trade, which extends throughout Pennsylvania, Delaware, Maryland, New Jersey and New York, is of a most substantial character, their total sales during the present year reaching a handsome figure. This enterprising and responsible firm was established in December, 1885, and bounded at once into prominence and prosperity. They conduct an exclusively wholesale business, receiving direct from the mines, and are prepared to fill all orders for anything in the line of hard and soft coal or coke in the most expeditious manner at the lowest rates. Messrs. H. C. Bonsall and W. J. Smith, who compose the firm, are both men of thorough experience in the coal trade, as well as men of energy and enterprise, and maintain an A1 standing in commercial life. Mr. Bonsall, who is a comparatively young man and a native of Delaware County, Pa., was formerly with the Kittapung Coal Company, and also with the Tipton Coal Company; while Mr. Smith, who is a gentleman of middle age and a Philadelphian by birth, was long head of the firm of W. J. Smith & Co., bituminous coal miners and shippers.

HERCULES ATKIN & CO., Carpets, Etc., No. 825 Arch Street.—In every large community there will be found one or more extensive establishments dealing in carpets and kindred house furnishings, which with acquired resources and most sedulous care in regard to their output, have attained a reputation and a trade that insures them the confidence of the purchasing public. Of such emporiums in this city it requires no hesitation to point out that of Hercules Atkin & Co., located at No. 825 Arch Street, as being a leader in its line and deserving of the highest consideration. This reliable house was established in 1867, and has long been a leading headquarters for carpetings of every description, and for hall and kitchen floor oil cloths. The premises occupied for sales purposes comprise a four-story brick building, 20x29 feet in dimensions, all of which splendid floor space is utilized in disposing of the immense and valuable stock that is constantly carried. The building is stored from top to bottom with a complete and varied assortment of goods from first hands, embracing the most recent designs in foreign and domestic carpets, such as wilton, axminster, velvet, brussels, tapestry and ingrain; as well as oil cloths, rugs, mattings, linoleums, etc., in great variety, all of which are offered at prices which average far below those obtaining at any other establishment in the city—an item well worth the investigation of every buyer. The reputation and standing of the house may be regarded as a guaranty of the highest character for the prompt and satisfactory fulfillment of all orders. Its trade is large, first-class and influential in city and country, and is annually increasing in volume and importance under enterprising and reliable management and extends through the middle and southern states. Mr. Atkin is a Philadelphia, and one of its popular merchants and solid, substantial business man with whom it is always pleasant and profitable to deal.

JOHN J. DeZOUCHE CO., (Limited). Furniture, Decorative Upholstery, Window Hangings, Etc., No. 1517 Chestnut Street.—The rapid growth of wealth and increase of culture and refinement throughout social circles in America, has created an ever increasing demand for the artistic and the beautiful in the furniture, decorations and surroundings of the house, the office and the store and also in courts and other public buildings, theatres, halls, churches, etc. A concern which has achieved a specially representative and significant position in the facilities it enjoys, and the ability it manifests in the departments of cabinet furniture, upholstery, rich hangings, draperies, curtains, etc., is the John J. DeZouche Company, (limited), successor to the old house of John J. DeZouche & Co. The vast and important interests centered here, date their inception back to 1859 when the business was started by Messrs. Kelly, Carrington & Co. In 1867, they were succeeded by the firm of Carrington, DeZouche & Co., followed in 1878 by that of Messrs. John J. DeZouche & Co. The development of the business resulted on February 1, 1889, in the organization of the existing limited liability company, composed of Mr. John J. DeZouche, Mr. George Walker, Mr. George Duncan, and Mr. F. M. Campbell. They unite every possible qualification, including vast experience, perfected facilities and influential connections. The proprietors are old residents and are unusually respected for their honorable, reputable policy. Finding their four-story premises, southeast corner of Thirteenth and Chestnut Streets, too small they in June, 1889, removed to their present location so desirably located at No. 1517 Chestnut Street (next to the Church of the Epiphany). The premises afford a favorable illustration of the company's ability and correct taste and judgment in furnishing and decorating, as there are few if any salesrooms in Philadelphia so attractive and harmoniously treated. The company is direct importer of all kinds of interior decorations, in bamboo, teak, satinwood, etc., rich and antique cabinet furniture, cabinets, tables, mantels, chairs, etc., pieces of the finest carvings, moquette work, etc., also rich damasks and other curtains, rugs and art novelties from the East Indies, China, Japan and Europe. The concern has a reputation for doing generally the finest decorative upholstery in this city, New York, or elsewhere. All the choicest stuffs are carried in stock and the most critical can be and are daily suited. Among mansions recently furnished and decorated by them are Hon. Judge Spafford's residence in New Orleans; Mr. Henry Dutton's mansion; Mr. John

B. Stetson's mansion; and numerous others both here and in various sections of the Union. They also fitted up and decorated the Supreme Court room in Philadelphia; ladies rooms, etc., of the Broad Street station, Pennsylvania Railroad, etc. They employ a number of hands in the various departments of their business and will be found ready at the shortest notice to decorate and furnish the largest private residences, hotels, public buildings, etc. They deal in furniture, hangings, etc., of rarest beauty and originality not elsewhere duplicated and offer every inducement to those who seek the highest outcome of modern inventive and artistic genius, skill and correct taste.

S. W. & H. L. DUNN & Co., James Dunn Engraving Works, Nos. 243 and 245 South Third Street.—The most noted and successful house in Pennsylvania, engaged in engraving rolls for calico and paper printers, etc., is that of Messrs. S. W. & H. L. Dunn & Co., whose James Dunn Engraving Works are located in Philadelphia, at Nos. 243 and 245 South Third Street. This artistic and important industry was established by James Dunn the father of the present proprietors, who was with the Frankford Print Works, of Frankford, Pa., and was also head of the engraving department of William Simpson & Son, of Falls of Schuylkill, Pa., which is now the Eldystone Manufacturing Company, of Chester, Pa., and was also with the firm of Miller, Reader & Co., of Philadelphia. Having had a practical experience in every department of the engraving art and understanding every detail of the business he inaugurated this enterprise in 1877 and soon developed a large and appreciative patronage which has been greatly augmented by the enterprise and artistic ability of his two sons Messrs. S. W. & H. L. Dunn, till now it extends throughout the United States and Canada, also to Mexico and South America. Mr. James Dunn died in 1885, after a successful and honorable career, and was succeeded by his sons, who are thoroughly able and expert engravers. The firm's workshops are spacious, and are fully equipped with the latest improved special tools and machinery. Here fifteen highly skilled workmen are employed, and the machinery is operated by steam power. Messrs. S. W. & H. L. Dunn & Co., have gained an excellent reputation as machine and hand engravers to oil cloth, calico, satinet and paper printers, and they also produce rolls for embossing cloth, paper, leather, rubber and all sheet materials. The firm also deal in die and mill steel. All work turned out by this reliable firm is absolutely unrivalled for finish, design and uniform excellence. The partners promptly and carefully fill orders. Both Messrs. S. W. & H. L. Dunn are natives of Philadelphia.

ROBERTS & WILLIAMS, Wholesale Fruit and Produce Commission Merchants, No. 16 Vine Street.—The remarkable development of the general produce interest in Philadelphia during the past quarter of a century probably finds no counterpart in the history of the growth of any other branch of industry, commerce or trade in this city. Within the period mentioned scores of large and flourishing concerns devoted to the wholesale handling of fruits, vegetables and farm products have sprung up, while the number steadily grows. One of the most widely known among the houses referred to is that of Roberts & Williams, general commission merchants, whose capacious establishment is conveniently located at No. 16 Vine Street, and whose business connections are of a most substantial character, their total annual sales reaching a handsome figure. This starch and responsible firm was established in 1872 and its career from the start has been a history of steady progress. They occupy the whole of a commodious four-story building, employing twelve in help, and carry on hand always, a heavy stock, which comprises foreign and domestic fruits, nuts, coconuts, vegetables, country produce generally and peaches, grapes and berries in season. The firm receive from all points in the middle and southern states, and handle California green and dried fruit by the carload. They solicit consignments, on which liberal advances are made, while returns therefor are promptly furnished in every instance, and all business placed with this responsible firm is certain to be handled in the most judicious manner. Messrs. John H. Roberts and Henry B. Williams are men of energy, sagacity and experience, as well as entire probity in their business relations, and are prominent members of the Produce Exchange.

W. M. BRICE & CO., General Commission Merchants, Whiskies, Rum, etc., No. 23 South Water Street.—Recent improvements in the processes of distillation assure the production of spirituous liquors, that are of the highest standard both in quality and purity. In this connection, special reference is made in this commercial review to the old established and representative house of Messrs. Wm. Brice & Co., general commission merchants in whiskies, rum, etc., whose office and sales-rooms are located at No. 23 South Water Street. The business was established in 1852 by Mr. Wm. Brice, who eventually in 1871 admitted his son Mr. E. Brice into partnership, the firm being known by the style and title of Wm. Brice & Co. The premises occupied, comprise five spacious floors which are well arranged and fitted with every convenience for the systematic and successful conduct of this steadily increasing business. Here the firm keep an extensive and well selected stock of the choicest whiskies, rum, etc., which are offered to customers at the lowest ruling market prices. Messrs. Wm. Brice & Co., are sole agents of the famous Hannis Distilling Company for the sale of the new whiskies of the Hannisville and Mount Vernon distilleries. They also represent E. N. Cook & Co., of Buffalo, (whiskies) and Felton & Co., of Boston (rum). The Hannis Distilling Company's whiskies took the first award at the Centennial Exposition, also at New Orleans, and what is more worthy of special mention, is that the Mount Vernon Distillery was specially selected by the United States Government, as the model for illustrating a complete and perfectly equipped American distillery and its workings at the Exhibition. Full plans of this distillery, together with specimens of the successive stages of manufacture, from the grain used to the spirit produced were inspected by hundreds of thousands of interested visitors at the Chemical Division in the Bureau of Agriculture U. S. Government Building, during the Centennial. All the whiskies handled by Messrs. Wm. Brice & Co., are unrivalled for quality, purity and uniform excellence, and have no superiors in this or any other market. These whiskies are sold under a guarantee to give entire satisfaction to patrons. The trade of this reliable firm now extends throughout all sections of the United States. Mr. Wm. Brice was born in Ireland, but has resided in Philadelphia for the last forty-five years, while his son Mr. E. Brice, is a native of this city. Mr. Wm. Brice is one of our public spirited and influential citizens. He is an ex-president and ex-vice-president of the Commercial Exchange, ex-president of the Hibernian Society and a popular member of the Public Building Commission. Mr. Wm. Brice is highly esteemed in trade circles for his energy, business ability and integrity, justly meriting the liberal and permanent patronage secured in this important industry. In conclusion we would observe, that the Hannis whiskies hold the foremost position on their merits, the enormous demand for them is neither ephemeral nor forced, and at the same time the taste of the public quick to discern what is best, patronizes that line of trade which keeps in stock a full supply of the Hannis brands of rye whiskies.

C. WILKINSON'S SONS, Wholesale Fruits, Nos. 132 and 134 Dock Street.—The leading and largest house devoted to the wholesale and commission trade in foreign and domestic fruits is that of Messrs. C. Wilkinson's Sons, whose extensive store is so advantageously located at Nos. 132 and 134 Dock Street. This is an old business and an honored house. It was founded by the late Mr. Charles Wilkinson upwards of twenty-five years ago, and who early developed a growing trade owing to his prompt, liberal methods, and the superiority of the goods he dealt in. After a lengthy, honorable and useful mercantile career, he died in 1877, and was succeeded by the present firm composed of James S. Wilkinson, Joseph R. Wilkinson, Frank P. Mulford, and Edward S. Wilkinson. They bring to bear special qualifications, including vast practical experience, perfected facilities and influential connections. They occupy a substantial double building, three floors and basement, 50x100 feet in dimensions, and where is always carried the largest and finest stock of tropical fruits in town. This very enterprising firm make specialties of Florida, Cuba, and Jamaica oranges, lemons, etc., cocoa nuts, bananas, Malaga and Lisbon grapes, likewise Virginia and other growths of peanuts. They also deal very extensively at wholesale during the season, in peaches, pears,

berries, grapes, etc., and supply many of the leading retailers, etc., both here, and throughout a wide area of territory. To adequately accommodate their large consignments they have a five-story warehouse located on South Water Street, 25x150 feet in dimensions, thus enabling them to promptly fill the largest orders. The firm have special facilities for handling consignments, effecting speedy disposal of the fruit and rendering prompt account sales. An average force of thirty hands are employed in the various departments, the steady growth of the trade taxing their facilities to the utmost. The fruit they ship, is most carefully assorted; it is all shipped in prime, sound condition and invariably affords entire satisfaction to customers. The proprietors were all born in New Jersey, and are merchants of ability and integrity, who have ever retained the confidence of leading commercial circles and are well worthy of the large measure of success achieved.

S. D. BUTTON, Architect and Superintendent of Buildings, Penn Marble Building, No. 430 Walnut Street.—Philadelphia has long been a fruitful field for the exercise of the highest order of talent in the line of modern architecture, and on every hand are evidences of the skill and ability that have reared such permanent monuments of constructive effort. In reviewing the progress of architectural education in our midst, the name of Mr. S. D. Button will at once suggest itself to hundreds of our readers, as that of the oldest and best-known exponent of the art in this city. Mr. Button was born in Connecticut seventy-six years ago, and has been established as an architect for fifty years and as architect and superintendent of buildings in this city for upwards of forty years. He occupies spacious office quarters at No. 430 Walnut Street, in the Penn Marble Building, and gives his prompt personal attention to all branches of his profession. He is widely recognized as a thoroughly representative member of the distinctive American school of architecture, and has ably and successfully solved the complex problem of how best to utilize the minimum of building area with the maximum of accommodation and architectural beauty of design. Proofs of his commanding ability and practical skill are embodied in the many splendid edifices erected under his direction and plans in this city and vicinity, which are greatly admired by experts for their stability and elegance, including the Chestnut Street Theatre, the Spring Garden National Bank Building, the Philadelphia Savings Fund Society Building, Schenck's Building on Arch Street; State Agricultural College in Auburn, Ala.; the State House, Montgomery, Alabama; the Hotel Kaaterskill, at Catskill, N. Y.; Stockton Hotel, Cape May; the City Hall, at Camden, N. J.; Monmouth Hotel, Spring Lake; Howland Hotel at Long Branch. Mr. Button is a prominent member of Philadelphia Chapter of the American Institute of Architects.

C. B. TRUITT, JR., Real Estate, No. 502 Walnut Street.—Among the prominent representative business men of Walnut Street there are none enjoying in a higher degree the consideration and respect of their fellow citizens than Mr. C. B. Truitt, Jr., the popular agent for real estate and mortgages. Mr. Truitt began business in 1850, at No. 419, and recently removed to No. 502, Walnut Street. His offices, are very complete, and are admirably equipped with every convenience for the prosecution of his enterprise. A leading feature is made in every branch of real estate in the buying, selling, exchanging, leasing and letting of lands and buildings of every description, and in the negotiation of loans on bonds and mortgages. Money is invested in property or good freehold collateral securities on behalf of patrons. Mr. Truitt is a gentleman of high standing in the community, has made a complete study of the law of real estate, and he can be engaged and consulted with implicit confidence in all matters pertaining thereto. He conducts business on fixed principles, which has materially contributed to gain for him the confidence of the principal real estate owners of this city. He makes a specialty of letting houses, stores, flats, etc., of collecting rents and managing estates; and we can conscientiously assert that those who are interested in forming business relations with him will find their interests carefully guarded. Mr. Truitt is a native of the city. Personally, he is greatly esteemed for his unswerving honor and strict integrity in mercantile life, and justly merits the success which has attended his perseverance, energy and ability.

R. BROOKE, MAGRUDER & CO., Manufacturers of Specialties etc., No. 30 North Seventh Street.—An establishment in this city which is engaged in the production and sale of some valuable specialties is that of Messrs. R. Brooke Magruder & Co., of No. 30 North Seventh Street. The firm are proprietors and manufacturers of Magruder's facility lamp filling attachment, a device by the use of which all the unpleasant and disagreeable features connected with replenishing lamps with oil are avoided. As shown in the above cut, it is a hinge connecting collar, which is screwed between the lamp and the burner



and allows the latter to be thrown back for filling in an instant like opening a watch, without getting a particle of oil on the hands, or on the outside of the lamp. They are neat, durable and substantial; the burner never has to be removed, thus saving the wear and tear. They retail at ten cents each, and large sizes are furnished for fifteen cents. In addition to handling the above Messrs. Magruder & Co., sell Stabler's hot-corn holders, and are sole agents for United States, for the Naylor patent ice cream disher, which is stronger, and more durable than any other disher in the market. Also Naylor freezer and the Acme nutmeg grater. The best of satisfaction has ever been given to those who have used them. A large stock is carried and all orders are filled promptly and accurately. The members of the firm, Messrs. R. B. Magruder and G. H. Flood, are business men of push, energy and enterprise, and have built up a large active trade, and those who enter into business relations with them cannot fail to receive marked advantages.

J. AMES. S. WATSON, JR., Importer and Dealer in Bar and Cast Steel, Files, Blacksmith Supplies, Tools, Etc., No. 512 Commerce Street.—The leading authority in Philadelphia on several staple lines of the metals and hardware trade is Mr. James S. Watson, Jr., the widely and favorably known merchant of No. 512 Commerce Street. He here deals upon the most extensive scale in cast steel for tools, boiler plates, bar steel, files, hammers, blacksmith tools, &c. The business is very old established, having been founded by Mr. James S. Watson, Jr., in 1801, and who subsequently took his son, Mr. James S. Watson, Jr., into co-partnership under the style of Jas. S. Watson & Son. They continued together for a number of years actively developing a trade of great magnitude with influential connections and perfected facilities. In 1887, Mr. Watson, Sr., retired, since when, Mr. Watson, Jr., has ably conducted the business upon the old time basis of equity, ability and marked spirit of enterprise. Mr. Watson carries a very heavy stock in his handsomely fitted up establishment, including such specialties as Howe, Brown & Co.'s, famous cast steel for tools; machinery and fire and spring steel; full lines and sizes of boiler plates etc. Howe, Brown & Co., are the second largest manufacturers in Pittsburg, Pa. Mr. Watson is also a direct importer of the product of F. W. Moss, manufacturer of steel files, etc. He also carries a full stock of the celebrated goods of Moss & Gamble, of England. Their product is nationally renowned for its superiority, and Mr. Watson supplies leading concerns in this city, and throughout a wide area of surrounding territory. He also deals in the splendid lines of files, manufactured

by Messrs. McCaffrey Bros., of this city. He makes quality his first consideration. All goods purchased from him invariably stand the severest tests, and meet the most exacting requirements. He has built up a heavy trade and enviable reputation on the basis of merit and integrity, and has here in his native city developed a commercial interest of the first magnitude and of direct benefit to Philadelphia at large.

B. K. JAMISON, & CO., Bankers, Northwest Corner Third and Chestnut Streets.—The centralization of capital in the city of Philadelphia and the correspondingly marked degree of financial enterprise and activity inherent in the money and stock markets, are to a great extent due to the conservative methods and ability of our leading bankers and brokers. Among the old established and representative houses thus referred to, a prominent one is that of Messrs. B. K. Jamison & Co., whose offices are centrally located at the northwest corner of Third and Chestnut Streets. This business was established in 1851 by R. J. Ross & Co., who were succeeded by P. F. Kelly & Co., the co-partners being P. F. Kelly and B. K. Jamison. In 1869 Mr. Kelly died, and the firm of B. K. Jamison & Co., was organized, the partners being Messrs. B. K. Jamison and William M. Stewart. This firm continued to carry on business till 1873, when Mr. M. J. Henry Kershow was admitted into partnership, and eventually some time after Mr. Philip F. Kelly became a partner. The members of this responsible firm bring to bear a wide range of practical experience, coupled with an intimate and accurate knowledge of the money and stock markets. Messrs. B. K. Jamison & Co., conduct a general banking and brokerage business, and are advantageously connected with an influential circle of banks, bankers, corporations, etc., in all parts of the United States, Canada and Europe. They buy and sell United States Government, state and city bonds, receive deposits subject to check at sight, issue travelers' and commercial letters of credit and effect cable transfers. The partners are popular members of the Philadelphia Stock Exchange, and have always been active supporters of all measures, conducive to the benefit and welfare of this useful and important institution. Mr. B. K. Jamison was born in Indiana County, his father being State Senator in 1856. Mr. Stewart was previously a partner in the firm of Sutton & Stewart, bankers, Indiana, Pa. He is president of the Deposit Banking Company at that place, and has been for several years attorney of the West Pennsylvania Railroad. Mr. Kershow began his career in this house in 1870, and eventually by his ability and just methods was admitted into the firm. The same can be said of Mr. Kelly, who is a son of one of the founders of this house.

H. C. CONKLE, Manufacturer of "Grandma's," "Star," and "Daisy" Darning Cotton, No. 4 South Third Street.—For over fifty-seven years the productions of the widely known establishment conducted by H. C. Conkle, manufacturer of "Grandma's," "Star," and "Daisy" darning cotton, No. 4 South Third Street, this city, have been in steady and growing demand throughout the country, owing to the uniformly high standard of excellence at which the same have always been maintained. The goods produced in this time-honored concern are articles of exceptional merit, being by common consent the *ne plus ultra* in darning cotton, and, as a consequence, have secured an enduring hold on popular favor all over the land. This thriving enterprise was established in 1832, at the present location, by Henry Conkle, who conducted it up to 1860, the business in 1874, passing into the hands of his son and successor, the gentleman whose name heads the sketch, and under whose capable management it has since been continued with unbroken success. The factory premises occupy a 25x100 foot (fourth) floor, and has ample and complete facilities, while half a dozen or more expert hands are employed. Besides the popular "Grandma," "Star," and "Daisy" darning cotton, the productions also include wetting cords of a very superior quality, and all orders are promptly and faithfully filled, a full and fine stock being kept on hand always, and the trade, which is large, active and permanent, extends to all parts of the United States. Mr. Conkle, who is a gentleman of middle age, and a native of this city, is a man of untiring energy and practical skill, and is thoroughly conversant with every feature and detail in the business.

NATIONAL COLLEGE OF COMMERCE, Girard Building, Corner of Broad and Chestnut Streets; Thos. J. Prickett, President.—The absolute necessity of a thorough commercial education for those who desire to succeed in the business world was never so imperative as to-day. No intelligent young person any longer debates whether a commercial education and training is needed or not. The vital questions to solve are: Which is the best college to attend? and which the most thorough? There are numerous institutions in existence, and many make the most specious promises including the quoting of low rates and a shortened course of study. The student should go slowly and exercise the utmost care in the selection of a college, for the best is invariably the cheapest in the end. After a careful survey of the field we unhesitatingly pronounce the National College of Commerce the best in the United States, both as regards accommodations, improvements, scope and character of education imparted, rapid progress under the most competent staff of professors, and a well grounded certainty of not only securing remunerative employment after graduation, but of being perfectly competent to discharge the duties devolving upon them. The National College of Commerce is the leading and oldest school of business sciences in Pennsylvania, having been established by Messrs. Bryant and Stratton, in 1857, upwards of 32 years ago. In 1885 Mr. Thos. J. Prickett succeeded, and under his able and enterprising management it has become the model business college of the world. The college has the finest school rooms of any private institution in the city, possessing all the modern improvements, beautifully lighted and perfectly ventilated, and in winter thoroughly heated by steam, but this institution prefers to be judged by the merit of the work done in the school room, and to every patron is guaranteed a full measure of satisfaction or the refunding of the money paid for tuition, their motto being: Our students our best advertisement. The only facility possessed by this school which they want an intelligent public to consider is the superior ability of the faculty as is evidenced by the unprecedented success of their graduates in all their business engagements. The faculty consists of the most prominent specialists in every department, and are: Thos. J. Prickett, President and Superintendent of Departments of Instruction; H. W. Flickinger, Secretary, Penmanship Department; author "Barnes' National System of Penmanship;" George K. Morris, D. D., lecturer on ethics of business; Edward Brooks, A. M. PH. D., lecturer on ethics; R. O. Moon, Esq., lecturer on commercial law, civil government, political economy; John W. Francis, senior practice department, fellow American association of public accountants; Thos. J. Prickett, banking, real estate and brokerage, joint stock companies, manufacturing, commission, etc.; F. O. Smalley, accountant junior practice department, business practice, correspondence, book-keeping, arithmetic and customs of business; Jos. W. Kenworthy, intermediate department, book-keeping, correspondence, arithmetic, forms and customs of business; James Rea, theory department, book-keeping, arithmetic, and business forms; Miss Mary H. Baldwin, ladies' department, book-keeping and English branches; J. G. Herchelroth, English department, English branches; Francis H. Hemperley, shorthand and type-writing; Miss Margaretta S. Crumley, shorthand and type-writing; James F. Baynard, book-keeping and business practice; J. E. Bingham, penmanship and correspondence; (To be supplied), assistant in theory department; Charles C. Grebe, French and German; M. Zana, Spanish and Latin. The course of study is a perfect one—the most comprehensive of any, and includes book-keeping, grammar, spelling, letter writing, political economy, commercial law, business ethics, commercial geography, stenography, type writing and detection of counterfeit money. Each commercial student passes through the business exchange department—a reflex of the great mercantile world where students actually buy and sell goods, open bank accounts, make notes, draw drafts, and make out invoices and statements of accounts. By arrangement they also do business with students in other colleges in New York, Baltimore, etc. When they have become efficient here, they are actually conversant with the methods and forms of the business world, and being so thoroughly drilled in every branch of study when they pass the final examinations and receive their diploma, they are ready to enter upon any position in commercial life. In their handsome catalogue are hundreds of the most flattering testimonials we ever read, many from those who went from the college to lucrative positions

in large mercantile houses all over the United States. The type-writing and shorthand department is the largest in the United States. There are here long rows of the Remington, Calligraph and Hammond machines, and rapid progress is guaranteed. Hundreds of young ladies have become proficient here in a short time, and are now earning good salaries as stenographers, secretaries and amanuenses. Here is the place to become perfect in short hand, type-writing, penmanship, business correspondence and office practice. The college is one of the largest on the continent, and scholars come from all over the middle and southern states, the attendance being very large, and the young man or young lady who seeks a thorough practical commercial education, should by all means attend the National College of Commerce. The president and superintendent, Mr. Thos. J. Prickett, has been in this college for the past fifteen years, and was one of the faculty before succeeding to the proprietorship. He is a native and resident of Burlington County, N. J., and is a thorough disciplinarian, and an intellectual and accomplished gentleman.

CHARLES E. ZANE, Importer Fine Leather, Wool and Cashmere Gloves Kid Gloves, Silk Mitts, Etc., No. 731 Arch Street.—It need scarcely be said that the kid glove trade is of the most important and interesting branches of business to be found in our great centres of commercial activity. Among those who have attained prominence and prosperity in this line in Philadelphia, is the well known and popular importer of French and German kid gloves. Also cashmere gloves and silk mitts, etc., and whose establishment is located at No. 731 Arch street. The business of this concern was inaugurated in 1879 under the style and title of Zane & Schoedler. In 1882 Mr. Zane purchased his partner's interest in the business, and assumed sole control of the enterprise, which has had a steady, large growth, until the house is now regarded as a leader in its line of trade in this section. Until the first of January, 1889, the business was conducted at No. 823 Market Street, and on that date possession was taken of the premises now occupied on Arch Street. These premises consist of a salesroom and basement, severally 25x100 feet in dimensions. The salesroom is very handsomely appointed and admirably arranged, and it is replete with one of the largest and choicest stocks of its kind to be found in the city. It is thoroughly representative of all the newest and most stylish productions of the most celebrated manufacturers of kid, fine leather, wool and cashmere gloves, silk mitts, etc., which are imported direct in vast quantities by Mr. Zane, who is an acknowledged expert in determining grades and qualities of gloves, and devoting close personal attention to every detail of his business. The customers of the house are scattered all over the country. Five traveling salesmen are employed, and the business done is of a very extensive and prosperous character, this house being enabled to offer inducements to dealers that few other establishments can equal. Mr. Zane is a native of New Jersey, and resides at Merchantville, in that state. He is a man of high business merit and very popular.

SCHRACK & SHERWOOD, Manufacturers and Dealers in Funeral Supplies, Nos. 231 and 233 Market Street.—One of the best arranged and most reliable establishments extensively engaged in the wholesale trade in funeral supplies in Philadelphia, is that of Messrs. Schrack & Sherwood, whose office and warehouse are centrally located at Nos. 231 and 233 Market Street. The firm's factory, which is fully supplied with modern machinery and appliances, and furnishes constant employment to seventy operatives, is situated at No. 135 North Third Street. This business was established seventeen years ago by Messrs. S. B. Schrack and G. H. Sherwood, both of whom have had great experience, and have succeeded in establishing an enviable reputation with the trade for the superior quality of their undertakers' supplies. Their warehouse is a superior five-story building, 25x125 feet in area, fully provided with every convenience and facility. Here the firm keep all kinds of trimmings and ornaments for coffins, plumes, robes, caskets, corpse preservers, etc. They are agents for Crane, Breeds & Co's metallic caskets, and their trade now extends throughout the entire United States. Messrs. Schrack & Sherwood also manufacture largely upholstery and ladies' dress trimmings. The firm promptly and carefully fill orders at the lowest possible prices, and guarantee complete satisfaction.

BILLINGS & CO., Designers and Constructors of Artistic Memorials, No. 905 Walnut Street.—In making suitable reference to the house of Billings & Co., designers and constructors of artistic memorials, at No. 905 Walnut Street, we introduce to our readers a firm of art memorial fabricators of wide celebrity, ranking first in quality and second to few in the volume of production. Their trade is local, suburban and country-wide, ever enlarging, popular with the general public, and deservedly increasing in volume and importance, its wares in large demand wherever once introduced. Fabrication of memorial work has become an art requiring originality of conception, technical training, patient endeavor, assiduous and intelligent application, and the very acme of expert workmanship to secure an artistic totality of admirable and enduring qualities. To fully meet these essential requisites the efforts of this firm are unremitting. This firm are successors to the Hurricane Island Granite Company, and have been established in the business since 1881. They represent quarries at Hurricane Island, Me., Quincy, Mass., and West-erly, R. I. Mr. Oscar L. Billings, the active member of the firm, has had an experience of eleven years in this line of work, and is ably assisted by Mr. G. Frank Stephens, a sculptor of large experience and established reputation. Every design is under their personal supervision, requiring no further guaranty. By special arrangements with the best quarries of New England, every process, until the work is delivered to the purchaser complete upon its foundation, is under their immediate control, and they offer the intending purchaser an undivided responsibility. While handling all approved granites, this firm are left free to recommend that particular stone that is best suited to its special use—their judgment being unworped by any trade bias. Precious serpentine, a stone heretofore procurable only in quantities sufficient for jewel-ers' use, is now being produced in sizes suitable for small urns, vases, columns, etc. It has the durability of granite with the beauty of Russian malachite. This firm are prepared to furnish it. The expert choice of raw materials involves consummate discrimination, absolute technical knowledge, wide observation and great practical experience. These qualifications are amply possessed by this representative house. All work proves as represented, is guaranteed to be satisfactory in every respect, and all statements, expressed or implied, in letter and spirit are fully substantiated. The fullest extent of artistic possibility has signaled their many productions. Their well-tested merits, marked appreciation in the cemeteries of this city and throughout Pennsylvania, New Jersey, Delaware and the south, is their best recommendation, their only needed endorsement. An energetic application of their resources to excel in their various productions, to keep pace with the growing demand of the times and refinements of the age, year in and year out, will be the earnest endeavor of this eminently progressive house.

BICKEL & MILLER, Commission Merchants and Dealers in Eggs, Butter, Poultry and Dried Fruits, No. 12 Vine Street.—Prominent in the staple branches of the produce commission trade, the house of Messrs. Bickel & Miller, at No. 12 Vine Street, has developed influential and wide-spread connections of the most desirable character, and is regarded as a leader in its line in the city. The business was founded in 1861 by Messrs. Gable & Bickel, who were succeeded by the present firm in 1884. The business premises comprise an entire four-story building, 25 by 100 feet in dimensions, giving an abundance of room for supplying the most extensive demand. The firm handle consignments of eggs, butter, poultry and other dried fruits, received direct from the best producers throughout the western, middle and southern states, and have developed an important trade of great and growing magnitude, with intimate connections among both producers, shippers and buyers. They have the capacity and facilities for handling the largest consignments, making liberal advances on the same, and rendering prompt account sales. The large and permanent trade with produce merchants, grocers, hotels, restaurants, and large consumers in this city show conclusively that they are in a position to afford entire satisfaction in all their operations. The stock is kept up to the highest standard of excellence and efficiency, and recommends its own superior merits to the favor and confidence of the most critical and discriminating of buyers. The establishment is familiarly

known as the Philadelphia Egg House, the firm being the largest egg dealers in the city, and of which they make a leading specialty. This is an interesting place to visit as well as a profitable house to patronize. The house refers, among others, to the Consolidation National Bank of Philadelphia; Beyer Bros., Warsaw, Indiana; Inmell & Metz, Chambersburg, Pa.; McCray & Son, Kendallville, Indiana; S. P. Pond & Co., Keokuk, Iowa; and Ruhl, Kobelgard & Co., Clarksburg, West Virginia. The individual members of this firm are Messrs. Jorjias Bickel and Jacob F. Miller, the former a native of Montgomery County, Pa., the latter of Fredericksburg, Va., and both members of the Produce Exchange, of the highest repute and standing in commercial circles, and deserving of the popularity and prosperity which they now enjoy.

EDWIN F. DURANG, Architect, Beneficial Saving Fund Building, No. 1290 Chestnut Street.—The city of Philadelphia has had erected within its limits during the last quarter of a century, some of the finest public buildings, stores and residences, that can be found anywhere in the United States, and is rapidly going ahead in improvements of the architectural display of its better class of edifices. Much of this remarkable progress is due to the many excellent architects she has in her midst. Prominent among these is Mr. Edwin F. Durang, whose offices are centrally located in the Beneficial Saving Fund Building, No. 1290 Chestnut Street. Mr. Durang was born in New York, and after having received an excellent education commenced the practice of his profession in Philadelphia in 1859. He enjoys every facility for draughting, making computations, etc., and spares neither time nor pains to fulfill the expectations of patrons. Mr. Durang's design have become deservedly famous, his fame and reputation rest on a long and successful career, engaged as he has been largely in designing and supervising the erection of superior public and private buildings, churches, residences, etc., not only in Philadelphia, but also in the adjacent cities. It is needless to particularize in regard to the work of such a popular architect as Mr. Durang, but we may mention the following buildings latterly erected by him, which are admired by experts for their stability, finish and elegance: Beneficial Saving Fund Building, St. Agatha's Church, Polish Church, in Kensington, Mechanic's Fire Insurance Building, St. Charles Borromeo's Church, etc. Mr. Durang attends faithfully to details, his plans are always well digested and studied, and his architectural efforts have tended greatly to improve the character of the buildings in Philadelphia.

H. BRINCKMAN & CO., Wholesale Commission Merchants Oysters, Clams, Terrapin, Crabs, Game, Etc., No. 322 South Delaware Avenue.—But few persons outside those immediately interested have any idea of the extent of the trade in shell fish here in Philadelphia at the present day. During the past decade or two the interests indicated have noticeably increased, while the volume of business in bivalves and mollusks gives evidence of steady and substantial growth. Among the leading and best known firms engaged in this line in the city can be named that of H. Brinckman & Co., wholesale commission merchants in oysters, clams, terrapin, crabs, game, etc., No. 322 South Delaware Avenue, who have an extensive and flourishing trade throughout the surrounding states, with a large local patronage also. This concern was originally established some thirty years ago, and for quite some time was conducted by Christ Maeg, who was succeeded by Christ Rittenhouse, by whom the business was continued up to 1886, when the present proprietor assumed control. The firm are oyster planters, with beds on the west shore of Delaware Bay and also on Maurice River Cove, and are wholesale dealers and general commission merchants, likewise keeping on hand a large, first-class stock. Consignments are solicited, and returns for the same promptly made, (this latter being a special feature) while all orders from city or country receive immediate attention. Mr. Brinckman, who is the sole member, the "Co." being nominal, is a gentleman of about forty-five and a Philadelphian by birth. He is a man of entire responsibility in his dealings, as well as of energy, enterprise and experience; and all consignments entrusted to him are certain to be handled in the most judicious and satisfactory manner. Accounts opened with this house will be attended to promptly and profitably.

G. PH. MÜLLER & CO., Manufacturers of Ladies', Misses', and Childrens' Straw Goods, No. 539 Arch Street.—The leading manufacturers in Philadelphia and Pennsylvania of strictly high grade straw goods for female wear, are recognized to be Messrs. G. Ph. Müller & Co., of Arch Street. This honorable and enterprising concern has especially fine facilities at command, while Mr. Müller and his co-partner, Mr. Müller Jr., are leading authorities having vast practical experience and exercising marked executive capacity, and sound judgment. Mr. G. Ph. Müller was born in Germany and came to this country thirty-eight years ago. He had a thorough, practical knowledge of the straw goods trade, and in 1873 established in the business upon his own account. He early achieved an enviable reputation for the superiority of his product, and had to repeatedly enlarge his facilities to meet the growing demands of the trade. In 1882 he took his nephew, Mr. G. Ph. Müller Jr., into co-partnership under the existing name and style. They have very extensive manufacturing facilities, occupying seven entire floors at No. 539 Arch Street, while opposite are two additional establishments supplying them with certain lines of straw goods. From 200 to 250 hands all told are employed and the product which is very heavy is in every way the finest placed on the market. Messrs. Müller & Co., introduce the most popular, fashionable styles of ladies' and misses' hats, and their shapes are popular favorites with jobbers and the millinery trade generally. They also manufacture an extensive line of boys and gentlemen's hats, including all the standard and most fashionable styles in which they do a large business. Only the finest materials are used and a careful supervision is exercised over all the processes of manufacture, thus insuring the permanent maintenance of the highest standard of excellence. The firm is popular and respected, and has ever retained the confidence of leading commercial circles, pursuing an upright and honorable policy and securing to Philadelphia a most valuable branch of skilled industry.

FISHER & ROSS. Importers and Dealers in Foreign and Domestic Iron and Steel, Nos. 343 South Front and 342 South Water Streets.—The oldest established house in the United States in the fundamental line of iron and steel, is that of Messrs. Fisher & Ross, whose office and salesrooms in the city of Philadelphia are located at Nos. 343 South Front and 342 South Water Streets. This business was originally founded in 1753 and after various changes in the proprietorship the firm of Cresson & Ross, was organized and assumed the management, and conducted the business till 1881 when Messrs. Ellicott Fisher and Thomas Ross, became proprietors. The business has been conducted in the present building for 136 years, which was likewise the residence of the first Mayor of Philadelphia. The building is still substantial, and is fitted up with every convenience for the successful prosecution of the business. Messrs. Fisher & Ross deal largely in foreign and domestic iron and steel, horse shoes, horse shoe nails, rasps, files, springs, axles, carriage bolts, anvils, vises, bellows, etc. The firm's goods are unrivalled for quality, reliability, and general excellence and have no superiors in this or any other market. Messrs. Fisher & Ross promptly fill orders at the lowest possible prices, and their trade now extends throughout all sections of Pennsylvania, Delaware, New Jersey, Virginia and Maryland. Mr. Fisher is a native of Germantown, Pa., his forefathers having come over and settled with William Penn, while his partner, Mr. Ross, was born in Belfast, Ireland, but has been a resident of Philadelphia for the last thirty-eight years. They are popular members of the Iron Merchants' Association, and are highly esteemed in trade circles for their sound business principles, energy and integrity. This establishment is a famous landmark in Philadelphia, and a lasting monument to the industry and enterprise of its founders and their successors.

SMITH, ARMSTRONG & CO., Limited, Manufacturers of Blue Process Paper, No. 425 Locust Street.—Keeping pace with the march of progress in the art and sciences, notable improvement has been made in late years in all branches pertaining to blue printing for architects, engineering, etc. Especially is this true in regard to the paper used in the process indicated, in which a large degree of excellence akin to perfection has been attained by some of our Philadelphia firms engaged in

the manufacture thereof, particularly so as to the productions of Smith, Armstrong & Co., Limited, No. 425 Locust Street. The blue process paper produced by the firm mentioned is an article of exceptional merit, being not, in fact, surpassed for general excellence by anything of the kind manufactured in the country and of its superiority, no more unflinching criterion could be offered than the enduring hold it has secured in favor throughout the whole of the United States. The business premises occupy two spacious floors, with ample and complete facilities, all the latest improved appliances being at hand, while several competent assistants are employed. Beside the manufacture of blue process paper, the firm also do blue printing in the most expeditious and excellent manner, and all work executed in the establishment is warranted first class. The concern was established in 1886 by Smith, Armstrong & Co., and about eight months ago passed into sole control of Frank A. Brunner, formerly a member of the firm for two and a half years, and under this gentleman's efficient management the business has since been conducted under the style and title of Smith, Armstrong & Co., Limited, with uninterrupted success. Mr. Brunner, who is a native of this city, is a young man of practical skill and experience, as well as of push and enterprise, and has a thorough knowledge of the business in all its branches.

GEO. P. KEATING, Goodyear's Rubber Goods Store, No. 50 North Second Street.—About the most complete and best stocked rubber goods emporium in this quarter of the city is the popular and excellent Goodyear's store, conducted by Geo. P. Keating at No. 50 North Second Street. In this well patronized establishment can be found always an extensive and first-class assortment of everything comprehended in the line of business indicated at remarkably low prices—rock-bottom figures being quoted, while purchasers are assured of getting an excellent article as well as prompt and polite attention at all times here. The store, which is desirably situated, is ample, neat and well arranged, and several courteous assistants are in attendance. The stock includes water-proof cloaks, coats and rubber clothing of every description; boots and shoes of all kinds and sizes; toilet articles, toys, balls, dolls, and a full line of goods for mechanical uses such as belting, hose packings and pump valves, also a specialty in sugar house and mine belting, and a complete line of imported and domestic rubber productions; all orders, both wholesale and retail, receiving immediate attention, and the trade of the concern, which is large and active, extends throughout the city, state and adjacent states. Mr. Keating, the proprietor, is a New Yorker by birth, and has been in Philadelphia since 1877. He established himself in business in this city about eight years since, and was formerly located on Market Street, whence he moved to No. 814 Arch Street, and has been at the present commodious quarters something more than a year. Mr. Keating is also special agent for the New York Rubber Company, incorporated 1851.

W. H. BENNETT & Co., Steel Merchants, Office and Warehouse No. 17 North Fifth Street, and No. 422 Commerce Street.—A reliable and prominent house in the fundamental lines of steel, heavy hardware, and specialties is that of Messrs. W. H. Bennett & Co., whose office and salesrooms are situated at No. 17 North Fifth Street and No. 422 Commerce Street. This business was established in 1851 by the present proprietors, Messrs. W. H. Bennett and W. H. Stubbs, both of whom have great experience in the iron and steel trade, and are fully conversant with every detail of this industry and the requirements of patrons. They occupy a spacious store and basement, which are fully stocked with a superior assortment of all sizes and qualities of steel, files, grindstones, heavy hardware and specialties. Best cast steel blocks in all sizes are furnished at short notice, also cast steel and machine steel forgings. Messrs. W. H. Bennett & Co., handle only the best and most reliable grades of steel, and quote prices very difficult to be duplicated elsewhere. The business is both wholesale and retail, and now extends throughout all sections of the United States. Mr. Bennett is a native of Long Island N. Y., while his partner, Mr. Stubbs, was born in Maryland. This firm is commended to those interested as liberal and honorable to a marked degree, and is well calculated to promote the best interests of its numerous customers.

THE MANUFACTURERS' NATIONAL BANK, No. 27 North Third Street.—John W. Moffly, President; W. H. Heister, Vice President and Cashier; Samuel Campbell, Assistant Cashier. In no respect has the city of Philadelphia developed a greater degree of influence and progress, than in that of her banking facilities, which are in every respect of a thoroughly representative and conservative character. Prominent among the old established and reliable fiscal corporations of the city, is the Manufacturers' National Bank, whose banking rooms are centrally located at No. 27 North Third Street. This successful bank was duly chartered under special act of the Legislature of Pennsylvania, fifty years ago, as the Manufacturers' and Mechanics' Bank. Eventually in 1841 it became a National Bank. The paid up capital of the bank is \$935,000, which has been further augmented by a surplus of \$100,000. The bank transacts a general banking business, such as the opening and care of current accounts, the issuing of sight drafts on all the principal cities and centres of the United States, Canada and Europe. It likewise makes telegraphic transfers, discounts first class commercial paper, deals in Government and other bonds, and makes collections at all accessible points on favorable terms. The management is judicious, prudent and progressive, neglecting no point of efficiency demanded by modern commercial practice, by which means it is enabled to carefully guard the interests of its depositors and stockholders, scrupulously protecting them against any possibility of risk. The following gentlemen, who are highly regarded in financial and commercial circles for their executive ability and just methods are the officers and directors, viz: John W. Moffly, president; W. H. Heister, vice-president and cashier; Samuel Campbell, assistant cashier. Directors; John W. Moffly, W. E. S. Baker, Daniel Sutter, M. E. McDowell, Henry Davis, Leopold Eamberger, Mason Hirsh, M. W. Woodward, W. H. Heister. The bank's discount days are Tuesdays and Fridays, and its principal correspondents are the Merchants Exchange and Western National Banks, New York; Hide and Leather National Bank, Chicago; National Hide and Leather Bank, Boston; National Farmers' and Planters' Bank, Baltimore, and the American National Bank, Kansas City. The report of the Manufacturers' National Bank issued at the close of business, December 12th, 1888, shows its affairs to be in a thoroughly sound and flourishing condition. In conclusion we would observe that the Manufacturers' National Bank, by an honorable and conservative course, has secured a leading position among the responsible fiscal institutions of the United States, and fully merits the entire confidence of the community.

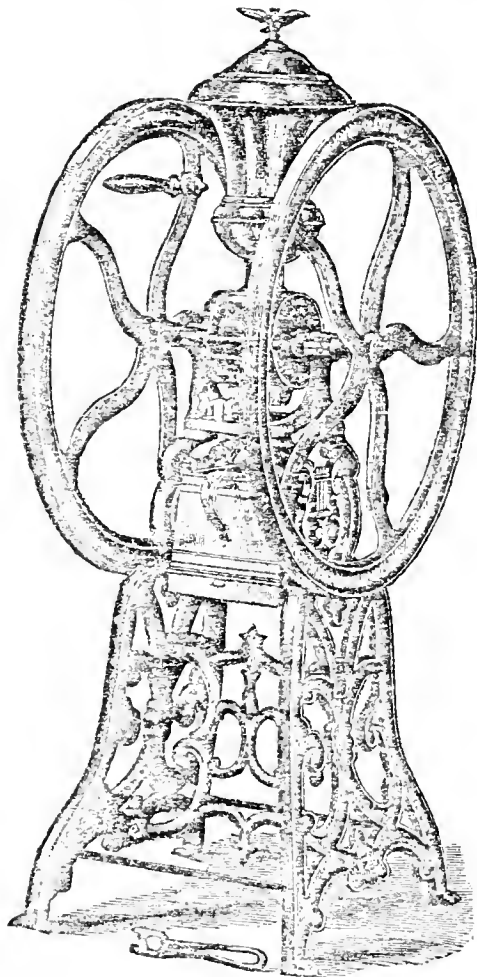
JOHN M. ROWE, SON & CO., Importers and Wholesale Dealers in Broom, and Brush Makers' Supplies, Woodenware, Etc., No. 123 North Water Street.—The leading and oldest established house in Philadelphia and the Middle States devoted to the trade in staple wood-ware, to the trade in broom corn, importers and dealers in bristles and brush fibres, broom and brush makers' supplies, peach, truck and berry baskets, etc., is that of Messrs. John M. Rowe, Son & Co., whose immense establishment four story in height and nearly 200 feet in depth, is so centrally located at No. 123 North Water Street, covering the upper floors, of Nos. 119-125-127 of the same street extending through to North Delaware Ave. The business is very old, having been founded in 1837 by Messrs. Leonard & Rowe, the latter gentleman being Mr. Manley Rowe, brother of the present senior partner. In 1843, Mr. Manly Rowe succeeded to the sole proprietorship, and in 1845 took into co-partnership his brother, Mr. John M. Rowe. He is a native of Franklin County, Massachusetts, who early in life (at the age of fifteen) came to Philadelphia and subsequently as above mentioned joined the firm. In 1854 it became that of Messrs. Rowe & Eustin, and thus continued until in 1871, when Mr. John M. Rowe became sole proprietor. His warehouse was originally located on Third Street, where it remained for many years. Since 1853 it has been at the present address, No. 123 North Water Street, their ware-rooms occupying the upper floor of Nos. 119, 125 and 127 North Water Street, extending through to No. 130 North Delaware Avenue. In 1853, Mr. Rowe in view of the encroaching claims of his ever enlarging trade, took into co-partnership under the existing name and style, his son, Mr. Arthur M. Rowe, born in this city, and Mr. Benjamin F. Graves, born in Massachusetts, and who had been resident here since

1867, and had been connected with the concern for years. Both partners are able and respected business men, possessed of vast practical experience in this line, and valued factors in promoting the success and efficiency of their house. The firm deal in the choicest growths of broom corn, and make a prominent specialty of broom makers' and brush manufacturers' supplies. Their warehouse is suitably equipped for carrying this immense stock, which includes full lines of the best makes of woodenware, the firm being manufacturers' agents, and representing several of the most extensive Eastern and Western factories. Among specialties, we might mention peach, truck and berry baskets and packages, etc., all of which are of the highest standard of excellence, and offered at prices which cannot be duplicated elsewhere. This is the oldest and leading wholesale woodenware business in Philadelphia, and the firm's trade is national in extent, largely with manufacturers, jobbers and dealers throughout Pennsylvania, Delaware, Maryland, New Jersey, Virginia and West Virginia. Quality has ever been the first consideration of this honored old house, and the scope and character of its operation indicates the established reputation that exists in regard to all goods it handles and sells.

WAGNER & TAYLOR, General Insurance Agency, No. 128 South Fourth Street.—The insurance interests of Philadelphia at the present day are of surpassing importance, as it is needless to observe, and grow apace with years. Engaged in the branch of business devoted to the placing of risks on life and property, this city has a number of staunch and flourishing firms, prominent among them being that of Wagner & Taylor (successors to Louis Wagner), whose handsome and well ordered office is located at No. 128 South Fourth Street. They are general insurance agents and brokers, placing all classes of desirable risks with responsible companies at the lowest rates compatible with absolute security, and are city agents for the Merchants' Insurance Company of Providence, R. I., while they represent in this city the following solid and substantial institutions: Equitable Fire and Marine of Providence; Atlantic Fire and Marine, Providence; Commercial of San Francisco; Union, San Francisco; Sun Fire office of London and the United Firemen's of Philadelphia. The office is connected by telephone (2525), and an efficient corps of clerks is employed, the proprietors exercising close personal supervision over every important feature and detail; and, altogether, a very large business is carried on. This well and favorably known agency was established in 1867 by Louis and Geo. E. Wagner, the former of whom subsequently assumed sole control, and in 1887 was succeeded by the present firm, under whose judicious management the business has since been conducted with uninterrupted success. Messrs. Louis M. Wagner, and John Taylor, who are both natives of this city, are men of thorough experience as well as gentlemen of the highest personal integrity and prior to assuming control of the agency had been employed as clerks in the office for many years.

ADDISON HUTTON, Architect, No. 400 Chestnut Street.—One of the most distinguishing features of Philadelphia, is the unusual size and splendor of its buildings, and in this connection it need scarcely be said that the fine character of the city's edifices, is but a reflex of the talent and skill of the architects whose ability created them. This arduous and exacting profession has many practitioners in Philadelphia, among whom the name of Mr. Addison Hutton, No. 400 Chestnut Street, holds a conspicuous place. Mr. Hutton commenced the practice of his profession in this city in 1853, and has developed an extensive and permanent patronage among the leading property owners and capitalists of this vicinity. He is widely known as an able and skilful professional man, ardently devoted to his profession, and conscientiously discharging his duties, towards those who favor him with commissions. Mr. Hutton has designed and superintended the construction of many first-class buildings, all of which are greatly admired for their stability, finish and elegance by experts. His plans and specifications are always complete in detail, and are based on the practical and comprehensive knowledge of quantities and values. Mr. Hutton has resided in Philadelphia for the last 35 years. He is a popular member of the Philadelphia Chapter of the American Institute of Architects.

JOHNS C. DELL & SON, Manufacturers of Patent Coffee Mills, Patent Standard Scales, Grocers' Fixtures, Etc.; No. 422 Vine Street.—Unquestionably the finest, fastest, easiest running and most durable coffee mills in the world are those manufactured by Messrs. John C. Dell & Son. Mr. John C. Dell, the head of this popular and enterprising firm, is a most skilful, practical machinist, and a natural born inventor. He has been a permanent resident of Philadelphia for the past forty years, and in 1864, established the present business. He early achieved an enviable reputation for his Mill's platform, grocers' and other scales, and the growing demand for the same has taxed his facilities to the utmost to supply. In 1887 he admitted his son, Mr. William A. Dell, into co-partnership, under the existing name and style. He is an able and experienced young business man, universally popular and respected. The firm's manufactory and warehouse are centrally located at No. 422 Vine Street, comprising a



whole building, fully equipped with the latest improved machinery and appliances, and where a numerous force of skilful hands are employed. All told, Messrs. Dell & Son have fifty to seventy hands at work, and turn out annually an immense quantity of coffee mills, scales etc. Dells improved mills are duly protected by patents issued in 1878, 1880 and 1884. These are of the most valuable character, securing them perfectly against all injury by stones or nails entering the hopper with the coffee or spices; the guard to the grinders is infallible in its action, preventing the shock so destructive to all other makes of mills. The adjusting arrangement is the simplest and best of any, and by simply turning a screw the mill can be set to grind coarse or fine in an instant. None but the best of materials are allowed in his establishment, while the elab-

orate and handsome design of his mills, attractive ornamentation and honest workmanship render them the best for grocers. They are also the fastest grinders, and the larger sizes grind from three to four pounds of coffee per minute, and are fitted to run either by steam or hand power. These mills have carried off the chi-faward wherever exhibited, notably at the Centennial Exhibition; the Pennsylvania State Agricultural Fair; the American Institute Fair, New York, and the Cincinnati Industrial Exposition. Messrs. Dell & Son possess numerous convincing testimonials as to the superiority of these coffee mills, which are so rapidly superseding all other makes. Their patent scales are equally famous, being of the most accurate precision, sensitive, figures most easily read, and which can be had in all styles, including platform, grocers', butchers', confectioners', etc. Special scales will be promptly made to order, and both as to price and quality, they have no equal elsewhere. Messrs. John C. Dell & Son are prompt, honorable business men, permanently retaining the confidence of leading commercial circles, and worthy of the success achieved.

E. J. SPANGLER & CO., Manufacturers of Envelopes, Tags, Glove, Seed, Coin, Segar and Tobacco Bags, No. 507 Minor Street.—The attention devoted to the production of envelopes, tags and kindred articles of late years has resulted in the development of a very substantial and interesting branch of activity, as well as a notable improvement in the quality of the product, and, as an illustration of these facts, attention is here directed to the extensive establishment of Messrs. E. J. Spangler & Co., the leaders in this line of manufacture in Philadelphia, located at No. 507 Minor Street. This firm enjoy a national reputation as manufacturers of envelopes, tags, glove, seed, coin, segar and tobacco bags, and their business is conducted with signal ability and steadily increasing success. The enterprise was inaugurated in 1860, by Messrs. R. T. Kensil & Co., the present firm succeeding to the control in 1862. They occupy an entire five-story building, 25x100 feet in dimensions, completely equipped with every necessary appliance and facility, while steady employment is given to a force of twenty expert hands. The output is one of great magnitude and variety, and a very heavy stock is constantly carried, to the end that no delay may be experienced in the filling of orders. The goods are widely preferred by dealers over all other similar productions, owing to their great salability, uniform excellence and peculiar merits, and are in heavy and influential demand in all parts of the country, while a fine growing export trade is also enjoyed with Canada. The terms and prices which prevail are eminently fair and equitable, and the interests of patrons are carefully watched and safely guarded in all cases. The partners, Messrs. E. J. and C. P. Spangler, are native Philadelphians, thoroughly experienced and practical as manufacturers, and reliable and responsible as business men.

H. H. BARTON, Manufacture of "Best" American Flint Paper, Garnet Paper, etc., Store No. 222 Market Street.—A representative and widely known house—extensively engaged in the manufacture of emery paper and emery cloth etc., is that of Mr. H. H. Barton, whose office and store are located at No. 222 Market Street. The factory which is fully supplied with special machinery and appliances, and furnishes constant employment to thirty operatives, is situated at Tacony. This business was established ten years ago, by Mr. Barton; who has since built up an extensive patronage not only throughout the entire United States and Canada, but also in Mexico, the West Indies, South America and Europe. Mr. Barton manufactures the "Best" American paper, flint paper, garnet paper, emery paper, emery cloth, etc., and deals in emery, glue and curled hair. He occupies a spacious store and basement, each being 25x125 feet in dimensions. Here he keeps constantly in stock full supplies of his productions and specialties, which are offered to the trade at exceedingly low prices. His goods are unsurpassed for quality, utility and excellence, and have no superiors in this country or elsewhere. He promptly and carefully fills orders, and guarantees all goods to be exactly as represented. Mr. Barton is a native of England and has been over fifty years in this country and has resided in Philadelphia for the last seventeen years. He is an energetic, honorable business man, liberal in all transactions and well merits the substantial success he is achieving.

PENNSYLVANIA STEEL COMPANY, Office No. 208 South Fourth Street. Luther S. Bent, President; Eben F. Barker, Vice President and Treasurer; Edmund N. Smith, Secretary.

For many years it was asserted by foreign manufacturers that the properties and quality of American ore and iron were unsuited to the proper manufacture of steel, and that even the characteristics of our coke and coal were unfitted for the purpose. These false statements however, have been entirely obliterated by the skill, energy and resources of our manufacturers, who now produce steel of all descriptions, quite equal if not superior to the best made abroad. Prominent among the representative and progressive corporations, actively engaged in this valuable industry, is the famous Pennsylvania Steel Company, whose offices are located at No. 208 South Fourth Street. This company was duly incorporated in 1865 under the laws of Pennsylvania with ample capital, and its trade now extends throughout all sections of the United States, Canada and Mexico. The following gentlemen, who are widely and favorably known in trade circles for their executive ability, enterprise and just methods are the officers and directors: Luther S. Bent, president; Eben F. Barker, vice president and treasurer; Edmund N. Smith, secretary; F. W. Wood, General manager; Edgar C. Fulton, superintendent; H. H. Campbell, assistant superintendent; G. W. Pearson, superintendent of Frog Department. Directors: L. S. Bent, E. F. Barker, Ed. Smith, C. Tower, George Small, H. H. Houston, W. H. Spackman. The company's extensive works are advantageously located at Steelton, Pa.; they cover an area of upwards of ten acres, and at the same time the company owns one hundred and fifty acres adjoining. These works are among the largest and best equipped in the United States, and furnish constant employment to four thousand skilled operatives. They have a capacity of turning out three hundred thousand tons of steel rails, and vast quantities of other steel specialties annually. The processes by which the manufacture of steel rails is conducted here are of the most perfect character, and the utmost care is exercised to maintain always the highest standard of excellence, so that the company's rails are absolutely unrivalled for quality, durability and workmanship by those of any other first class house in America or Europe. The tracks of the principal railroads of the United States, the great trunk and transcontinental routes have been all wholly or partially relaid with steel rails of this company's manufacture. The Pennsylvania Steel Company also manufactures steel in bars, sheets, strips, etc., for girders, columns, braces; also frogs, switches, slabs and billets. All orders are promptly filled at the lowest ruling market prices, and entire satisfaction is guaranteed to patrons. The career of this noted company has been one of steady development, characterized by energetic and skilled management, and the signal success achieved is a just tribute to a business policy, founded on the enduring principles of equity.

MECHANICS' INSURANCE COMPANY, THE, James Wood, President; Charles J. Gallagher, Vice President; Simon J. Martin, Secretary. Office, No. 500 Walnut Street.—The fire insurance business of this city is one of its most important interests, while in its detail and successful management is invested large capital, affording protection to property that could not be accorded by any other means, and at the same time merchants can purchase extensive stocks of merchandise with a feeling of confidence, that a great conflagration will not destroy their investments. In this connection we desire to make special reference in this commercial review, to the old established and reliable Mechanics' Insurance Company, of Philadelphia, whose offices are located at No. 500 Walnut Street. This company was duly organized in 1854, under the laws of Pennsylvania, with a perpetual charter, and has built up a liberal and permanent patronage in the eastern, middle and part of the western states. The Mechanics' Insurance Company has a paid up capital of \$250,000, and its assets now amount to \$648,394.17. The following gentlemen are the officers and directors: James Wood, president; Chas. J. Gallagher, vice president; Simon J. Martin, secretary; Theodore F. Jenkins, solicitor. Directors: Franis Falls, Patrick McHugh, James Wood, Charles G. Hokey, Edward H. Flood, John Markil, B. F. Mc Fillin, Peter S. Dooner, Charles J. Gallagher, John P. McGrath, Edward T. Maguire, James F. Sullivan, William Fobey, Charles T. Quin, Robert Laughlin, Peter Carrigan, M. P. Heraty,

Francis J. Gilly, Alex. L. Crawford, Chas. A. McManus. The company transacts a general business, taking risks on dwellings, stores, warehouses, mills, factories and public buildings. Also on merchandise, stocks of goods in stores. Its forms of policy are clear and explicit, its rates low, while it has acquired an excellent reputation for the prompt manner in which all its losses are adjusted and paid. The officers and directors are gentlemen of ripe experience in insurance affairs, and capitalists of high standing, whose policy is both conservative and mutually beneficial to the company and its customers. The statement issued January 1st, 1889, shows the affairs of the Mechanics' Insurance Company to be in a most substantial and favorable condition: Messrs. Wood, Gallagher, and Martin, are business men of superior executive ability, who are as widely known for their promptness, as for the just manner they attend to the interests of the company's customers. For rates, etc., those about to insure, can obtain all details at the company's offices, or from its agents.

J. P. ANDERSON & CO., Manufacturers of Confectioners' Tools, Machine, Moulds, etc., Nos. 614, 616 and 618 Filbert Street.—A representative and reliable house successfully engaged in the manufacture of confectioners' tools and machinery, is that of Messrs. J. P. Anderson & Co., whose office and workshops are situated at Nos. 614 to 618 Filbert Street. This business was established eight years ago by Messrs. J. P. Anderson and J. C. Keller, who conducted it till 1888, when Mr. Anderson died after a successful career. The business is now the sole property of Mr. Keller, who is carrying it on under the old firm name of J. P. Anderson & Co. The premises occupied comprise a spacious floor 49x125 feet in area, which is fully supplied with special machinery, tools and appliances, necessary for the systematic conduct of this useful industry. Mr. Keller manufactures all kinds of confectioners' tools, machines, moulds, etc., including patent candy cutters, improved mixing machines, improved vertical caramel and jap cutters, cocoa nut and fruit graters, rolling or sizing machines, ice cream freezers, egg and sponge beaters, etc. Special machines are made to order in a prompt and careful manner, and satisfaction is guaranteed in every particular. Many of these machines are made from patterns and designs of Mr. Keller's own invention, and have met with great favor from the trade, as being the best, strongest, most simple and easily operated machinery of the kind in the market. All these confectioners' machines and tools are made with unusual care and accuracy, and of the best materials, while the prices charged for them, are exceedingly moderate. Mr. Keller promptly fills orders, and his trade now extends not only throughout the United States and Canada, but also to Europe. He is highly regarded in trade circles for his ability and integrity, justly meriting the liberal and permanent patronage secured in this useful industry.

LOVEGROVE & CO., Manufacturers and Dealers in Engines, Boilers, Machine Tools, etc., Nos. 143 and 145 North Third Street.—A successful and reliable house in Philadelphia actively engaged in the sale and manufacture of steam engines, boilers, etc., is that of Messrs. Lovegrove & Co. This business was established in 1870 by Mr. Thos. G. Lovegrove, who is sole proprietor. Mr. Lovegrove is a thoroughly practical and expert mechanical engineer, fully conversant with every detail of this important industry. He manufactures and deals in steam engines, boilers, machine tools, pumps, steam heating apparatus, pulleys, valves, belting etc., and supplies. His engines are of the latest and most approved designs, combining strength, durability and finish and are operated with great economy of fuel. The pistons are carefully fitted with rings and springs, and the shafts are of the best hammered wrought iron, while the connecting rod and cross heads are fitted with brasses and arranged for heavy wear. All work is done by first class mechanics, and at the same time satisfaction is guaranteed in every instance. Mr. Lovegrove promptly fills orders for all kinds steam engines, pumps, etc., at the lowest possible prices, and his trade now extends not only throughout the entire United States and Canada, but also to Mexico, the West Indies and South America. The premises occupied in Philadelphia comprise a spacious store and basement each being 49x130 feet in area, and he likewise has a warehouse at No. 238 Quincy Street.

J. O. RICHARDSON, Pig Iron, and Sales Agent for Swede and Rock Hill Pig Iron, No. 238 South Third Street.—A prominent representative of the pig iron trade in this city is Mr. J. O. Richardson, wholesale commission merchant in pig iron and sales agent for Swedish and Rockhill pig iron. Mr. Richardson has been literally brought up in the iron business, having been connected with it since he was a boy, and is a practical man at the business with 20 years experience in this line, first as broker and then as wholesale commission merchant. Before coming to Philadelphia twenty years ago he was connected with a large iron company in Danville, Pa., for several years and understands every requirement and detail of the business and the wants of foundries, mills, and railroad companies everywhere. Mr. Richardson is especially prominent in trade circles as agent for Swede pig iron and for Rockhill pig iron. These brands of pig iron are very widely known to the various branches of the trade, foundrymen etc., and include every quality of iron, and he offers substantial inducements to the trade everywhere. Mr. Richardson contracts for supplying railroad companies with rails and all kinds of railway equipments and furnishes foundries and mills with everything requisite in pig iron for the requirements of their products, and his trade extends to all portions of Pennsylvania, New Jersey and Delaware and New York, a heavy trade being done also throughout New England. Mr. Richardson is a native of Philadelphia and his standing is too high in commercial circles to require comment at our hands, and both as regards business capacity and true American enterprise, he justly merits the prestige he has attained and so permanently enjoys, and is recognized everywhere as an expert in the pig iron trade. He is highly esteemed for his liberality and reliability which is a sufficient assurance that all orders will receive faithful attention and be filled with promptness and with satisfaction to all concerned.

JOHN McCAY, Steam Packing Box Manufacturer, Nos. 613 & 615 Cherry Street.—One of the most reliable houses engaged in the manufacture of packing boxes and general carpentry work, is that of Mr. John McCay, Nos. 613 and 615 Cherry Street, which has gained an enviable reputation both for the quality of the work and for the neatness and dispatch with which it is executed. The business of this concern was started in 1852 by Mr. M. Fife, who, in 1861, was succeeded by Mr. John Wilson. In 1869 the latter disposed of the enterprise to R. and J. McCay, who were succeeded by the present proprietor and under his able management the trade of the house has experienced a steady and constant increase. The premises occupied comprise a three-story building, 49x100 feet in dimensions, and these are fully equipped with all the latest improved machinery and appliances necessary for the systematic conduct of the business, employment being given to a force of from thirty to forty skilled and experienced workmen. All the operations as far as possible are performed by machinery, and this fact not only explains the exactness and neatness of the work, but also the reason for the very fair prices at which his packing boxes are placed upon the market. His productions embrace every description of packing box used by manufacturers, merchants or storekeepers. Estimates are promptly furnished for any style or size of box that may be desired, and orders by mail, telegraph or telephone receive immediate attention. Carpenter work in all its branches is carefully executed at the lowest rates. Mr. McCay, who is a native of Ireland, has resided in this city since 1868, and his ability, energy and probity have gained him an enviable reputation.

JOHN CROMPTON & CO., Manufacturers of Paper Boxes of all Grades, Nos. 29 and 31 North Fourth Street.—The branch of business devoted to the manufacture of paper boxes constitutes, as it goes without saying, a very important and extensive industry in every large city. Engaged in this line Philadelphia has some noteworthy firms, prominent among which is that of John Crompton & Co., whose spacious factory is located at Nos. 29 and 31 North Fourth Street. This is one of the oldest and leading concerns of the kind in the city, being in existence some forty five years, and its productions are steadily increasing in demand annually, owing to the general excellence of the articles turned

out. They manufacture paper boxes in all sizes, styles, shapes, forms and grades, making a specialty of druggists', jewelers', and fancy boxes, and have a large and flourishing trade throughout the city and vicinity. The business premises occupy three commodious floors, with ample and complete facilities, a large force of hands being regularly employed, while a vast and varied assortment is constantly kept in stock, all orders being filled in the most prompt and reliable manner. This prosperous enterprise was established in 1841 by Mr. John Crompton, who died May 2, 1889, and under the firm name that heads this sketch it is now being conducted with uninterrupted success, Harvey Platt being sole proprietor, having been admitted into partnership twenty years ago. The business was removed to the quarters now occupied March, 1878. Mr. Platt is a native of New York, but has resided in Philadelphia since 1870. He is a gentleman of long practical skill and experience, and is thoroughly conversant with the wants of the trade.

PHILADELPHIA HARDWARE SPECIALTY CO., Manufacturers and Jobbers of Cabinet and Builders' Hardware, Hardware Specialties, Etc., Nos. 37 and 39 Strawberry Street.—One of the largest houses devoted to the manufacture of fine builders', and cabinet hardware and all kinds of novelties in iron, bronze and brass and hardware specialties is that of "The Philadelphia Hardware Specialty Co.," of Nos. 37 and 39 Strawberry Street. This business was established eight years ago on Church Street, and rapidly developed an enormous demand for their product resulting in larger quarters and better facilities being required, which they procured by moving to their present commodious premises six years ago. The store is 25x80 feet in dimensions which is fitted up with every appliance and facility for the prosecution of the business and is fully stocked with a superior assortment of all kinds of cabinet and builders', hardware, hardware specialties, all kinds of small iron, bronze, brass, etc., novelties, yankee inventions in hardware, house furnishing goods, iron toys, etc. These goods are unrivalled for quality, finish, utility and general excellence by those of any other first class house in the trade in this country or Europe, while the prices quoted are as low as the lowest. The trade extends throughout all sections of the United States where their specialties and the uniform and reliable quality of all goods handled by this responsible house have gained for it an enviable reputation and patronage. Mr. M. Elkins, the enterprising proprietor, is a native of Philadelphia and a member of F. and A. M., and worshipped master of his lodge, a prominent member of the Knights of Pythias and the Knights of the Golden Eagle and I. O. O. F., and many other benevolent associations.

CHARLES YARD, Broker and Real Estate Agent, No. 733 Walnut Street.—Prominent among the most successful, most experienced and most reliable of the real estate brokers and agents in this city is Mr. Charles Yard, whose office is located a No. 733 Walnut Street. This gentleman was born in this city sixty-four years ago, and from his boyhood has been identified with the real estate interests of the city. His father was in the business before him, and he was one of the oldest and most trusted real estate men in the city. Mr. Yard was for a long period an active assistant to his father, and when the latter died the present proprietor assumed the sole direction of the business. No man in real estate circles possesses a more intimate knowledge of present and prospective values in the business and residential sections of Philadelphia and its suburbs. By his system of obtaining the fullest information in regard to all property placed in his hands for sale, thoroughly investigating everything with his keen knowledge of values, and assuming responsibility for his statements he has made his office a trustworthy directory, whose merit is widely known to investors. His ability to dispose of property without delay induces owners who desire quick transactions to engage his services. He buys, sells, exchanges, leases and lets all kinds of property, makes a specialty of collecting rents and managing estates, and gives satisfactory attention to the negotiation of mortgage loans, etc., at reasonable rates. There is a considerable line of selling done by Mr. Yard of both city and suburban property, a number of wards in the city being represented on his books as well as every class of property, while he is justly recognized as one of the best renting agents in the city.

LMARTIN & CO., Manufacturers of Lamp Black, No. 226 Walnut Street.—One of Philadelphia's most important industrial and commercial interests, and which are of international celebrity, are the great lamp black works of Messrs. L. Martin & Co., the largest in the world. The superiority of the product is also universally recognized, and the demand for it annually increasing. This concern is also the oldest in the United States, having been founded in 1849 by the firm of Luther Martin & Co., upon a comparatively small scale. The quality of their lamp black, however, was so superior as to elicit the general attention of consumers and enlarged facilities were so much needed that in 1855 the firm built their first works. These had repeated extensions, and not being sufficient the firm subsequently bought out the works and good will of Rihn & Co., of this city. The business grew rapidly in magnitude, and eventually in 1874 a factory was secured at Cincinnati, O., from which to more readily supply the western trade. These works were burned, when they were rebuilt by the firm in 1887, and now are one of the finest in the country having all modern improvements. Seven years ago, the firm purchased additional large works, located respectively at Butler, Pa., and Foster's Mills, Pa. These are all in addition to their great Philadelphia establishment, covering ten acres and having vast tanks and improved machinery, while the latest scientific processes of manufacture are followed. The lamented decease of Luther Martin occurred in July, 1886, since which date the business has been conducted by Messrs. Luther and Robert W. Martin, his sons. They are the recognized authorities in this branch of trade, and are noted for sound judgment and marked executive capacity. Their vast interests are thoroughly organized, while they permanently maintain the reputation of manufacturing the very best lamp black in the world. Whenever exhibited it has carried off the honors, and medals were awarded it by the Franklin Institute in 1852, and again in 1874; by the Massachusetts Charitable Mechanics' Association, of Boston, in 1860; by the American Institute, of New York, in 1867; and the highest award with medal by the centennial exhibition of 1876. The firm produce forty brands of special adaptation for the great variety of uses in existence, such as for printing inks, blacking, leather manufacturers, rubber factories, etc. The firm is known all over the globe and sells to the trade in every civilized country. Quality has ever been the first consideration of this honorable old house, and it stands pre-eminent, the highest exponent of its branch of industry. One of its new grades is the printers' "velvet" lamp black, positively the purest and most brilliant black ever put on a roller. It is specially prepared to produce a fine-bodied ink, and is of very light gravity, entirely free from oil or grit, and makes the best flowing ink on record, one that will distribute itself evenly, possessing great covering power and making a solid black impression. This black is the favorite of the finest commercial and job printers, and its use is rapidly attaining enormous proportions. Messrs. Luther and Robert W. Martin are natives of this city. Mr. Luther Martin is an active member of the Art Club, and of the Philadelphia Historical Society. Mr. Robert W. Martin is also a member of the Historical Society, and both gentlemen are respected citizens who have ever accorded a hearty support to all measures best calculated to advance the permanent welfare and prosperity of the city.

HUEY'S STORAGE WAREHOUSES, For the Storage of Furniture, Pianos, Mirrors, Etc., Nos. 1916-1918 Market Street.—Large buildings fitted up expressly for the storage of household goods have proved a great convenience to the citizens and among those that are widely known and reliable and safe is the Huey's storage warehouses at Nos. 1916 and 1918 Market Street. The business has been in successful operation since 1882 and the facilities afforded have in that time been highly appreciated by the best classes of the community. The combined dimensions of the premises are 4x180 feet, and throughout the buildings are provided with every safeguard against burglars and fire, and to add to the security, watchmen are kept on duty both day and night. There are 800 separate rooms in the building with strong locks and keys, and every care is taken with goods left here on storage. Furniture and pianos and mirrors are carefully handled and taken care of for any length of time upon small monthly payments and when desired, money is advanced on goods which are also insured while on the premises, at the very lowest rates. The

proprietor, Mr. Geo. D. Woodside, is a Philadelphian by birth and well known in this community as a popular business man. He is courteous, obliging and attentive, and is prompt and correct in business transactions. Goods are called for anywhere within a radius of twenty miles of the city, and a special business is made of packing pianos, mirrors and furniture for shipment, from thirteen to fifteen expert practical men being kept constantly employed about the premises for handling and packing and taking care of all articles left in the warehouses on storage.

GERSON'S LEADING MILLINERY, DRESS TRIMMINGS AND CLOAK STORES, Nos. 40 and 42 North Eighth Street.—Weaving apparel of good material, made in an elegant and fashionable style and in the most thoroughly artistic manner for ladies have become more and more of a necessity in these days of steady increase in material wealth, refinement and culture, and it is a matter of no little importance to every lady of fine tastes to know where it is possible to secure the very latest and most desirable styles of garments. Anything that adds to their personal appearance is always of importance and for these reasons we call particular attention to the well known and prosperous Gerson's leading millinery, dress trimmings and cloak stores, which are so conveniently situated at Nos. 40 and 42 North Eighth Street, one of the most crowded and fashionable thoroughfares in this section of Philadelphia, and for many years has maintained an enviable reputation for the superior excellence of its goods and honorable business methods. Mr. E. Gerson, the proprietor of this elegant establishment, is a native of this city and after acquiring a complete knowledge of the trade, inaugurated this enterprise on his own account originally in 1872 on Second Street, and from a moderate beginning at that date it soon developed a very large and influential patronage which increased annually to such large proportions, that he was obliged to seek more commodious and eligible quarters and accordingly removed to his present address in 1881. The premises occupied are very spacious and commodious, comprising two entire four-story substantial brick buildings having a frontage of 34 feet with a depth of 110 feet, and is very handsomely furnished in the latest approved modern style; and fully equipped with every facility for the successful prosecution of the business, accommodation and advantageous display of the elegant and complete stock of goods constantly on hand. The establishment is suitably arranged into separate departments suitable for the different lines of goods. Here will be found at all times a splendid assortment of everything fashionable and seasonable in straw, chip and felt hats, also bonnets and bonnet frames in the very latest styles and shapes, both trimmed and untrimmed, embodying the most prevalent fashions of the day after the most celebrated modistes of Paris and London, besides everything in the line of satins, plushes, silks, laces, crapes and mourning goods, ostrich plumes, feathers, artificial flowers, laces, head ornaments, ribbons, etc., for millinery trimmings. A corps of experienced artistes in millinery is employed constantly and hats and bonnets are trimmed while customers wait when desired, while special attention is given to mourning orders, and executed at the shortest notice. His assortment of dress trimmings and fancy goods embraces everything that can be thought of in that line, while his stock of fine ladies' cloaks and wraps includes everything new, fashionable and seasonable, such as plush, velvet, brocade, satin and silk fur lined cloaks and circulars, dohans, wraps, also newmarkets in check, mottled, striped and plain goods, jerseys, etc. An inspection of these goods reveals the fact that they are made of the very best materials, in the most artistic and durable manner by skilled designers and operatives, and the range of sizes is such that a graceful, elegant and comfortable fit is easily obtained, while prices throughout the entire establishment are exceedingly reasonable. A full corps of refined and courteous assistants serves customers promptly and every effort is made to meet the slightest wish of patrons, and a perfect system of order is observable on all sides, and this fact is due largely to the success of the establishment, and as the business increases this is more noticeable, showing in a marked degree the foresight of the proprietor. Mr. Gerson is an active, energetic and reliable merchant who is popular with his customers and devotes his entire attention to their best interests, while he conducts his business on the highest standard of commercial integrity.

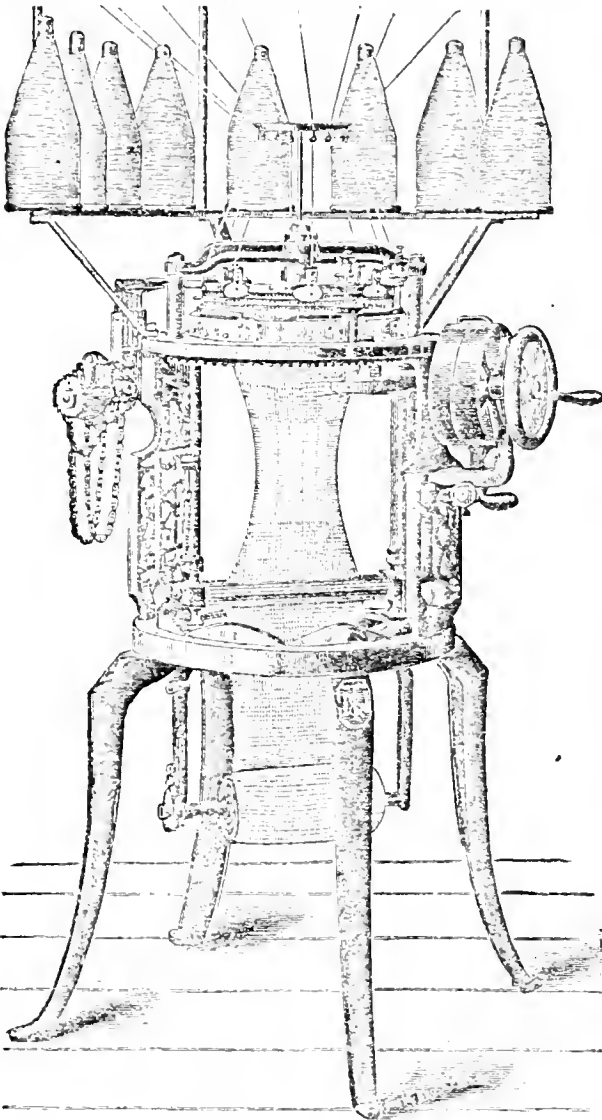
DELL & JOSEPH C. NOBLIT, Importers and Manufacturers of Upholstery Goods and Curtain Materials, Etc., Nos. 222 South Second and 1222 Chestnut Streets.—The development of the trade in the finest of upholsteries, curtain materials and of elegant and beautiful types of interior decorations, etc., is indicative of the refined and appreciative tastes of the American public in the highest planes of the fine arts. A representative and progressive house in Philadelphia extensively engaged in the importation and manufacture of upholstery goods, etc., is that of Messrs. Dell & Joseph C. Noblit, whose establishment is centrally located at Nos. 222 South Second and 1222 Chestnut Streets. This business was established in 1849 by Dell & John Noblit, who were succeeded in 1863 by Noblit, Brown, Noblit & Co. Eventually in 1878 the present firm was organized and assumed the management, the co-partners being Messrs. Dell Noblit & Joseph C. Noblit. The partners are gentlemen of great practical experience, closely identified with this important trade from boyhood, and are personally conversant with the tastes and demands of the best classes of the community, and in entering to the same make the most splendid display in Philadelphia in their spacious warehouses. They occupy an entire four-story building, wherein is carried a well selected and immense stock of upholstery goods, curtain materials, silk damasks, brocades, rich silks to great variety, satens, plushes, satins, and a full assortment of railroad supplies, all shades of decorative fabrics and silks are in stock, as also appropriate fringes and trimmings of every kind. The firm also manufacture mattresses, bedding, etc., and make a specialty of high class interior decorations. They make use of all the new decorative materials, so that the public will find here the most artistic effects at low prices, that would have been impossible a few years ago. The firm import direct from the most celebrated European houses, and their trade, which is both wholesale and retail, is steadily increasing, and now extends throughout all sections of the United States. All orders are promptly and carefully filled at the lowest possible prices, and entire satisfaction is guaranteed to patrons. Messrs. Dell & Joseph C. Noblit are natives of Delaware, but have resided in Philadelphia for the last fifty-four years, where they are highly esteemed in business circles for their enterprise, ability and integrity. Mr. Dell Noblit was president of the Corn Exchange National Bank for seventeen years. He is a popular member of the Manufacturers' and Union League Clubs, and is one of Philadelphia's public spirited and influential citizens. Mr. Joseph C. Noblit is a member of the Union League Club. In conclusion we would observe to those interested in the modern progress of the upholstery trade, that the stock here carried presents features as to complete assortments, elegance and high quality, very difficult to be duplicated elsewhere in this country.

CHARLES LIPPINCOTT & CO., Manufacturers of Soda Water Apparatus, No. 925 to 929 Filbert Street.—The name of Lippincott has for long over half a century been prominently identified with the manufacture of the most perfect forms of soda water apparatus in existence. No house in the country has been so progressive in introducing improved methods, perfected apparatus and the most original designs and artistic rich finish of their magnificent marble fountains. The business, now grown to proportions of such magnitude, was founded on April 28th, 1832, by Mr. Charles Lippincott who early became nationally celebrated as the leading expert and authority in this line. He developed widespread relations, his apparatus grew in demand all over the country, necessitating repeated enlargements of his facilities. In 1886 the present firm of Charles Lippincott & Co., was formed, composed of Mr. Charles Lippincott, Mr. Alfred H. Lippincott, and Mr. F. Hazard Lippincott. They are all practically experienced in this branch of industry, able and energetic business men. They occupy very extensive premises in Filbert Street at Nos. 925, 927 and 929, and fronting on Remester Street at 920, and on Fayette Street at Nos. 38 and 40. It is five stories and basement in height, 120 feet in depth, and has an area of over 50,000 square feet of floor space, with all modern improvements, steam elevators and power on every floor. It is the most complete establishment of the kind on the continent, and comprises copper, brass, bituminous, fitting, carpenter and machine shops, silver plating works, electrotyping foundry, and large and complete steam marble works. An average

force of 150 hands are employed in the various departments under the direct supervision of the proprietors. The firm are not only leaders in producing the most beautiful soda and mineral water fountains, but have introduced vastly improved dispensing apparatus, which meets the wishes of leading users all over and surpassingly taking the place of old, inferior styles. Their new dispensing apparatus is recognized by experts to be much the best for dispensing pure, cold beverages and is also the simplest and most convenient made, and leading druggists pronounce it perfect. Among the improvements are a white porcelain jar and all rubber cock in place of glass, more durable and less likely to be affected by heat and cold. A deep compact icebox contains the jars in front, the new coolers exposing a larger surface to the ice, and insuring the coldest beverages. Among characteristic features of their apparatus, are the extra thickness of the marbles, carefully cut and accurately fitted. The cases are joined with bronze clamps and silver bolts, insuring stability while the ice box is heavy copper, tinned on both sides. It is large and deep with the jars in front, giving them the advantage of the ice, while it thoroughly covers the Acme cooler, which is duly patented, and producing the lowest temperature on record, as soda water at 33° can be drawn from these coolers. There are also numerous other advantages as regards the syrup jars and attachments, draught tubes, plating, etc. Those interested in having the best, most beautiful and reliable soda water apparatus in the world should order from this enterprising house, which shows its characteristics in its magnificent illustrated catalogue of 211 quarto pages, giving accurate pictures of its scores of various styles from the mammoth "Stratford," 12 feet long by 9 high, having 28 syrups and 100 draught tubes costing \$6,000, down to the smallest sizes used by druggists and confectioners. All are equally reliable and durable. A word as to the firm's marbles. They devote special attention to the selection of the finest colored marbles, imported from all parts of the world and which are finished in the admirable manner for which this house is so justly celebrated. It is well recognized that the splendid apparatus so ornate and attractive draw trade, and they are rapidly coming into use throughout the country at large. This is distinctively a Philadelphia triumph, as the Messrs. Lippincott were born and brought up here, and have here developed their great success on the broad basis of merit—the best materials, most skilful workmanship, most improved scientific methods and greatest artistic beauty.

HOLLINSHED BROTHERS, Wholesale Jewelers, No. 806 Chestnut Street.—Philadelphia has always been recognized as a leading headquarters of the wholesale trade in fine jewelry, watches, etc., and among those prominently identified with it, we find the firm of Hollinshed Bros., who with ample capital at their command and an experience extending over thirty years are enabled to offer advantages that it would indeed be difficult to obtain at any other reliable, responsible establishment. They have splendid connections and are enabled to secure the very best productions of European and American manufacturers and have brought together an assortment of goods conspicuous for delicate beauty and superiority of workmanship. In the assortment there is an endless variety of exquisite novelties in unique designs in fashionable jewelry of all kinds and also gold and silver watches of all the best makers, the firm representing such well known manufacturers as the Waltham, Elgin and others. The display of silverware is also very handsome and in the stock will be found everything for the appointment of the table and a great variety of useful and ornamental articles required in the household. A very desirable location is occupied by the firm and the premises, a spacious salesroom, is very neatly and attractively fitted up and the stock is always replete with the very best efforts of the most distinguished manufacturers. The business is strictly wholesale and is widely diffused over the south and south western states. Mr. Charles and Mr. Henry Hollinshed, Jr., are natives of England and have been established in their present location since 1886. The volume of their business is large and it is rapidly growing and expanding. Both members of the firm are popularly known in business circles and their house is one of the most reliable, responsible, substantial and representative in its line in the city, and sustains an excellent status throughout this country in mercantile circles.

NYE & TREDICK, Manufacturers of Patent Automatic Circular Rib Knitting Machines, No. 608 Arch Street.—A representative and progressive firm in Philadelphia, successfully engaged in the manufacture and sale of knitting machines, is that of Messrs. Nye & Tredick, whose office and salesrooms are situated at No. 608 Arch Street. This business was established five years ago by Messrs. George E. Nye and Edward Tredick. The firm's factory, which is fully equipped with the latest improved tools, machinery and appliances and furnishes constant employment to seventy five skilled mechanics and operatives, is located at Wilmington, Delaware. Messrs. Nye & Tredick manufacture all



styles of circular rib knitting machines for plain and fancy ribbed hosiery, leggings, underwear, skirts, caps, jackets, etc., and automatic welt top and cuff machines and shirt border machines. The firm are likewise agents for the "Keystone Knitter" for seamless hosiery. The knitting machines manufactured by this firm are made from patterns and designs of the proprietors' own invention. These have met with great favor from the trade, as being the best, strongest, most simple and easily operated machinery of the kind in the market, and have proved invaluable to manufacturers. Messrs. Nye & Tredick

guarantee all their machinery, and refer by permission to many prominent manufacturers, who now have their machines in successful operation. They promptly fill orders at the lowest possible prices, and their trade now extends throughout all sections of the United States and Canada, also to Mexico, South America, Europe and Australia. Those interested requiring really superior knitting machines cannot do better than give their orders to this responsible establishment, where they will obtain advantages difficult to be secured elsewhere.

LAUTZ BROS. & CO., Manufacturers of Staple Soaps, Philadelphia Office and Salesroom, Nos. 13 and 15 South Front Street—It is a cold fact that soap-using is a sign of civilization, just as in the words of the inspired writer, "cleanliness is next to godliness." Yet there are many soaps which often cause the very troubles against which they are intended to guard, and the consumer has but one safeguard in purchasing—to buy no soaps for personal use or clothes-washing unless they bear some name which is a synonym for excellence and purity of product, the name of some firm the sole object of which is not the realization of large profits without regard to consequences as they affect customers. There are such firms, and in the roll of honor which contains their names we find no more prominent place than that long occupied by Lautz Bros. & Co., the well-known manufacturers of staple soaps, at Buffalo, N. Y., whose Philadelphia branch is located at Nos. 13 and 15 South Front Street, under the management of Mr. Charles H. Hays. Lautz Bros. & Co. are recognized as leaders in quality the country over, and enjoy a national reputation both as manufacturers of soap and also of starch. The Philadelphia salesrooms were opened in 1878, and comprise a four-story building, 25x80 feet in dimensions. Mr. Hays has control of the products of the firm in the states of Pennsylvania, New Jersey, Delaware, Maryland and Virginia. He carries an immense stock in all departments, and is prepared to supply the trade in quantities to suit and at the shortest possible notice. The leading brands of soap manufactured by Lautz Bros. & Co., are the Acme, Circus, Acorn, Marseilles White, White Spray, Palma, Oleine, Ready, Capitol, May Bell, Big Five, Excellent and Nickel. They have also a large number of standard family and cream borax soaps. Their brands of starch are Niagara Laundry Starch, Niagara Gloss Starch, and Niagara Corn Starch. This starch is used by Mrs. Rorer in all her lectures and at her school, and is used by the chefs of all our principal hotels; all of which are in active and influential demand among dealers on account of their great stability, uniform excellence and solid merits. Mr. Hays, the popular manager, will be found a gentleman of ability and integrity with whom it is ever a pleasure to deal.

A. E. NORRIS & CO., Fine Rye Whiskies, No. 209 South Front Street.—The wholesale house of A. E. Norris & Co., at No. 209 South Front Street, has long been recognized by first-class dealers and critical buyers as headquarters for the highest grades of pure wines and liquors. Hundreds of buyers throughout New Jersey, Pennsylvania, Delaware, New York and the southern states have discovered that the choicest champagnes, ports, sherris, rye whiskies, etc., can only be had through this firm's direct importations. The business of this house was started at its present location, No. 209 South Front Street, in 1884, under the style of Bruce, Norris & Co. This firm was dissolved on June 1, 1883, by the retirement of Mr. Arthur Bruce, and since then the style of the concern has been A. E. Norris & Co., Mr. Alfred E. Norris being the sole proprietor. He brings to bear on the enterprise the widest range of practical experience, coupled with ample resources, and direct influential connections both at home and abroad. The building occupied for the business contains three floors, each 25x70 feet in dimensions, admirably equipped for the storage and preservation of the choice and valuable stock. The house handles the finest foreign and domestic wines of the most celebrated vintages, champagnes, brandies, Scotch, Irish, old bourbon and rye whiskies, and are general importers, dealers and rectifiers. The firm make a specialty of rye whiskies, and the favorite brand is the "Garlick Club Rye Whiskey." The house is a progressive one, is in high repute with the trade, and is conducted with energy, liberality and intelligence. Mr. Norris is a native of Philadelphia.

HALL & CARPENTER, Importers of Tin Plate and Metals. Manufacturers of Crown Specialties, No. 709 Market Street.—An important and progressive factor in the promotion of Philadelphia's prosperity is the famous old house of Messrs. Hall & Carpenter, the largest and leading importers of tin plate, sheet iron and metals and manufacturers of fancy metal specialties. The founder and now sole partner of this house, Mr. Augustus R. Hall was born at Paterson, N. J., the direct descendant of Robert Hall, of Westminster, England, who arrived in Pennsylvania in 1682. His ancestors held positions of prominence and public trust throughout the early colonial days. Mr. A. R. Hall came to Philadelphia when a child with his parents, and at the age of twenty-one entered into connection with the old house of W. N. and G. Taylor, importers of tin, terne plates, metals, etc. In January, 1862, Mr. Hall, who had proved his excellent business qualifications, and marked executive capacity, was admitted into co-partnership in connection with Mr. Wm. Y. Taylor, under the style of the N. & G. Taylor Co. Mr. Hall took entire control of the sales department imbuing his spirit of progressive enterprise into the firm's operations and commencing the direct importation of tin and terne plates, which it had previously secured via New York. On February 1st, 1867, Mr. Hall withdrew from the firm, and founded his own house of Hall & Carpenter, and which, from its inception has enjoyed a patronage of a rapidly enlarging and most substantial character. Since the decease of Mr. Carpenter in June, 1883, Mr. Hall has continued sole proprietor under the original name and style, and is conceded to be the leading authority in tin and terne plates and all sheet metals. Mr. Hall imports and deals in the following: tin plate and metals, tinsmiths' and stove makers' supplies, sheet copper and ingot copper, black sheet iron, galvanized sheet iron, wire rivets, corrugated conductor, spiral pipe, registers, Kalamain sheet iron, tinner's tools and machines, sheet zinc stamped ware, japanned ware, wire nails, etc. He manufactures crown specialties, Moores and the Buckeye ventilators, solder, etc. Quality has ever been his first consideration and only the best brands and uniform high quality, characterize his stock. The premises occupied are most central and extensive, comprising five floors and basement 22x25 1/2 feet in dimensions, running into Filbert Street, and where is carried the most important and comprehensive stock of the kind in Philadelphia. Mr. Hall does a trade covering the entire United States, and which is annually enlarging. He is a public spirited citizen, who has ever given a hearty support to all measures best calculated to advance the city's welfare. He was an earnest advocate of the formation of the direct steamship line from Liverpool to this port and which has enabled Philadelphia merchants to have importations come by steam direct to our wharves, and no branch of trade has benefited more than that in tin and terne plates. Mr. Hall is an active and honored member of the Masonic Order, and is also a member of the Board of Trade, Commercial Exchange, Maritime Exchange, Union League, Historical Society of Pennsylvania, while he is also an honorary member of the 1st Regiment Veteran Corps. He has ever retained the confidence of leading commercial circles, and is a worthy exponent of this important staple branch of trade.

JOHN A. KIRCHNER, Cutlery Grinder, Etc., No. 229 Vine Street.—The industries of Philadelphia are numerous in number and cover every branch of skilled activity, and yet we doubt if there is one of greater importance or one requiring a higher trained experience and ability than that of practical cutlery grinding. In this line, it is generally recognized throughout the city that Mr. John A. Kirchner is the leading representative, and one who is fully qualified to promptly fill any and all orders. Mr. Kirchner not only brings long practical experience to bear, but has brought his specialty to the exactitude of a science, and by welding theory and practice together has brought the art of grinding, polishing and setting cutlery goods to a higher standard of perfection than it has ever attained before. He occupies finely adapted premises at No. 221 Vine Street, where he has the second floor fitted up with the finest modern appliances and machinery, impelled by adequate steam power, promptly filling the largest orders for razor, shear and scissor grinding for the trade, also gentlemen's razors, ladies' and family scissors, tailors', barbers' and paper hangers' shears, carving, table and pocket knives, etc. A special feature is also made of polishing and set-

ting as also the concave grinding of barbers' razors, a stock of superior razors expressly concaved and set ready for use, being constantly kept on hand. He has now been permanently established in business since 1811, primarily opening on the opposite side of Vine Street and moving to his present quarters, No. 229, in the year 1880. Mr. Kirchner is of German nationality, but has made Philadelphia his home since 1841. He is now in the eighty second year of his age, yet despite his advanced age still takes that active, personal supervision in his business which for so long a period has proved the means of affording his many patrons such complete satisfaction.

GUSTAVUS C. SEIDEL, Real Estate Broker, Conveyancing, Etc. No. 309 Callowhill Street.—The condition of the real estate market may justly be considered as a thermometer of the real soundness and stability of business affairs in the country generally. It is gratifying to note the present situation of real estate affairs throughout the land, especially in our larger cities. In Philadelphia the impetus received from local and suburban improvements is conspicuously apparent in the great number of good business men who are seeking investments in eligible property. Among the real estate agencies that are actively engaged in supplying this demand is that conducted by Mr. Gustavus C. Seidel, at No. 309 Callowhill Street. The business so successfully conducted by him was originally established in 1865, by Mr. G. Seidel, who was succeeded at his death in April, 1875, by his son, the present proprietor. He occupies commodious offices on the ground floor, provided with telephone communication, and possesses every auxiliary to facilitate transactions. Mr. Seidel is especially prominent in real estate circles as the agent for the Broad Street, the 2d Broad Street, the 3d Broad Street, and the Broad and Wyoming, Mutual Land Associations. He is also a considerable owner of real estate both city and suburban, improved and unimproved, and is prepared to furnish customers with building lots, stores and dwellings on easy payments. He gives special attention to the collection of rents and interests, does conveyancing, and has upon his books numerous houses, flats and apartments to let on desirable terms. He also negotiates loans on bond and mortgage, and takes the entire management of estates. Mr. Seidel is a native Philadelphian, a director of the German American Title Company, and a young man of experience and sagacity, whose diligent and faithful attention to all matters placed in his charge has given him the esteem and confidence of the entire community.

KEYSTONE CHOCOLATE CO., Manufacturers of Fine Chocolates, Office and Salesroom No. 131 North Second Street, Factory Nos. 136 and 138 Elfreth Street.—The growing demands for a pure, choice grade of confections so noticeable of recent years in this country has resulted, in the nature of things, in marked improvement having been made in the goods produced of late. Especially is this true in regard to such toothsome products as chocolate creams, etc., some exceptionally fine articles in this line being now made by some of our Philadelphia manufacturers, notably so by the Keystone Chocolate Co., whose office and salesroom are located at No. 131 North Second Street, and factory at Nos. 136 and 138 Elfreth Street. The productions of this concern are noted for their purity, flavor and quality; and for general excellence are unsurpassed by anything of the kind produced in the country, being conceded to be the *ae plus ultra* in fine chocolate confections; and of their superiority no more unflinching criterion could be offered than the extensive and increasing demand that has grown up for these goods in the trade throughout the United States. The Keystone Chocolate Co., of which Wm. Baker Craig, is sole proprietor, was established in June, 1888, and the unequivocal success that has attended the enterprise from its inception amply attests the wisdom that inspired the venture, to say nothing of the excellence of the productions. The premises occupied as office and salesroom are spacious and tastefully appointed, and several efficient salesmen are employed, besides ten or more expert hands in the factory, while a heavy stock is constantly carried, including wholesome and delicious chocolate creams, caramels, bon-bons, and kindred toothsome chocolates, and the trade, which is both wholesale and retail is very large. Relations with this house are profitable and lasting.

MASSACHUSETTS MUTUAL LIFE INSURANCE COMPANY, THE, John K. Gittens, Jr., William B. Smith, Managers; No. 520 Walnut Street.—The necessity and value of life insurance needs no supporting arguments in this enlightened age. The only question that the public seeks a direct answer to, is: which is the best company in which to secure the needed insurance? The field is a broad one, and there are numerous competitors, but not one so fully and admirably affords every element of security, profit and low rates of premium, as the old, reliable Massachusetts Mutual Life Insurance Company of Springfield, Mass. It has always been a favorite with the public of the Middle States and here in Philadelphia has written large lines of insurance on the lives of our most prominent citizens. The company was organized in 1851 on the mutual plan—the only fair and satisfactory one in life insurance, and from its first inception has had an office in this city. The present management is both able and enterprising, and there are no more popular and respected representatives than Mr. John K. Gittens, Jr., and Mr. William B. Smith. Mr. Gittens is a native of New York, but has been a permanent resident of Philadelphia for the past nineteen years, and has long been a recognized exponent of the best methods of life insurance. Mr. Smith is too widely and favorably known to require comment at our hands; as mayor of this city he exerted a highly beneficial influence in advancing a policy of retrenchment and reform, while as a business man he is noted for his superior executive abilities, sound judgment and energy of character. He became associate manager with Mr. Gittens in January, 1889, and the business developed is of the most reassuring and satisfactory character. The Massachusetts Mutual has in many respects the most popular, liberal and safe schemes of insurance. Its new forms of life and endowment policies are the most popular ever issued, offering the most substantial inducements of any, and carrying with them all the benefits of the Massachusetts paid up and cash value law. The company's officers and directors include many of the most prominent and respected citizens of Springfield, and are headed by M. V. B. Edgerly as president; Henry S. Lee, vice president, and Oscar B. Ireland, actuary. Under their guidance the company has been uniformly prosperous, and is making rapid progress both as to new business and growth of assets. It issued 3,631 policies in 1888, and now has 18,767 policies in force which (including reversionary additions) represent, \$19,480,581, the receipts in 1888 being \$2,130,749.66, the disbursements, \$1,578,367.46, and the assets, \$9,565,522.65, while the liabilities are summed up at \$755,527.61. Its assets are invested in the ablest and most secure manner, and no company has a more creditable record for able and honorable management, and the public of Pennsylvania, Maryland and Delaware are largely availing themselves of the absolute protection afforded by holding policies in this staunch old corporation, and whose various forms of policy enable every one to be suited.

YOUNG & SONS, Manufacturers of Engineering Instruments, etc., No. 43 North Seventh Street.—Philadelphia is well-known all over the United States as the leading city in manufacturing, engineering, mining and surveying instruments; owing to the energy, skill and enterprise of its manufacturers, their specialties have superseded German, French and English makes. A representative and the most prominent house in extensively engaged in this important business is that of Messrs. Young & Sons, whose office, salesroom and factory are located at No. 43 North Seventh Street. This house were the inventors and introducers of the American Transit Instrument, which has entirely superseded the old cumbersome Theodolite. This business was originally founded in 1820, by Wm. J. Young, who was succeeded by Alfred Young, and in 1852, Alfred C. Young became sole proprietor, Mr. A. C. Young is a practical and scientific engineering instrument maker, fully conversant with all details and features of this valuable industry, and the requirements of the most critical patrons. The premises occupied comprise three spacious floors, which are fully supplied with every facility and appliance for the systematic conduct of the business. The manufacturing departments are equipped with the latest improved special tools and machinery, operated by steam power. Here 20 skilled workmen are employed and the trade of the house now extends not only throughout all sections of the United States and Canada, but also

Mexico, South America, China and Japan. In the salesrooms are constantly kept in stock all the instruments used by engineers and surveyors, including high grade transits and levels, for city, tunnel railroad and astronomical work. These instruments and specialties are unrivalled for accuracy, utility, reliability and uniform excellence and have no superiors in this country or Europe. Of such excellence and precision are these instruments that they were awarded a certificate and medal at the Centennial exhibition in 1876, and their popularity may be clearly understood when it is stated this house furnished the instruments for the survey of the Niagara canal. Mr. Young gives personal attention to all details of this extensive business and all instruments are put to the severest test before shipment. The proprietor is a native of Philadelphia, and is desirous that his native city shall lead in the future as it has in the past, in all leading improvements in their special line.

BENEDICT & BURNHAM MANUFACTURING CO., Manufacturers Sheet, Brass and Nickel Silver, Etc., No. 17 North 7th Street, A. P. Reger, Agent.—Prominent among the great industrial corporations of the United States, which have by permanently locating a branch in Philadelphia, added so materially to its influence as a source of supply, is the famous Benedict & Burnham Manufacturing Company, of Waterbury, Conn. The company's rolling mills and factories are the largest and best equipped of the kind in the world and furnish constant employment to 900 operatives. The Benedict & Burnham Manufacturing Company, which was organized in 1812, manufactures brass, copper and German silver in the roll, sheet, wire, tube or casting, also seamless brass and copper tubing, brass and German silver leadings and fancy wires, silver plated metal, drop handles and knobs for furniture, patent safety pins, etc. They also turn out in vast quantities brass and copper rivets and bars, wrought brass butt hinges, brass and iron jack chains, composition roller castings, printers' rules and galley plates, kerosene oil burners and lamp trimmings, etc. All goods and specialties manufactured by this noted company are unrivalled for finish, quality, reliability and general excellence, and have no superiors in the American or European markets, while the prices quoted in all cases are extremely moderate. The Philadelphia store, which is fully stocked with the company's productions, is under the able and careful management of Mr. A. P. Reger, who has had charge for the last 23 years. He supplies customers in the middle states and south, and is greatly respected in trade circles for his promptness and integrity. The trade of the Benedict & Burnham Manufacturing Company is steadily increasing in all sections of the United States and Canada, owing to the superiority and excellence of its goods, which are general favorites wherever introduced.

KANE AUTOMATIC FIRE EXTINGUISHER CO., Manufacturers of the Kane Sensitive Automatic Sprinkler, offices No. 236 Kensington Avenue, and No. 411 Walnut Street; Wm. Kane, President and General Manager; H. C. Groome, Secretary and Treasurer.—This successful and reliable company was incorporated under the laws of Pennsylvania in 1888, with a paid up capital of \$100,000, and since its organization has obtained a liberal and influential patronage. The Kane Automatic Sprinkler has recently been adopted by the Pennsylvania Railroad Company, after a thorough investigation of the subject as the best, and has been accepted by all fire insurance companies as equal to the best. It has been proved however, superior to any in simplicity of construction, in certainty of automatic action, in the distribution of water, in being absolutely non-corrosive, and in the compoundment of its levers, (by which the strain is practically removed from the solder joint, and the possibility of being burst open by water pressure in the absence of fire entirely obviated.) One hundred and twenty buildings are already equipped with this automatic sprinkler in Philadelphia and though there have been thirty-eight (38) fires, the average loss for fire has been ten dollars. Mr. Wm. Kane, the inventor and patentee, is a thoroughly able and expert mechanical engineer and machinist. He is a native of Philadelphia and is highly regarded by the community for his skill, energy and integrity, fully meriting the signal success secured in this valuable industry which is constantly expanding its field of operation.

COWPERTHWAIT & CO., Publishers, Nos. 625 and 630 Chestnut Street.—One of the oldest established firms of educational publishers in Philadelphia, and one of the most enterprising, able and influential in the United States, is that of Messrs. Cowperthwait & Co. The business was established upwards of fifty years ago and the firm early became justly celebrated for the excellence of their text books, accurate, lucid treatises on all branches of study, carefully brought down to date, and got up in the highest style of the printers' and binders' arts. Upon the retirement of Mr. H. Cowperthwait after a long, honorable and useful career, his son, Mr. J. B. Cowperthwait, continued the business upon the old time basis of efficiency and enterprise. In 1873 the present firm of Cowperthwait & Co., was formed, composed of Mr. J. B. Cowperthwait, Mr. David Wetherby, and the late Mr. Dexter S. Stone. The decease of the latter gentleman occurred in 1887, since which date the two surviving partners have continued the business. They occupy two entire floors, each 50 by 100 feet in dimensions, and where is carried one of the largest stocks of educational works in the city. Their series of text books covers reading, spelling, geography, physiology, chemistry, grammar, language and literature; history, mathematics, composition, book-keeping, etc. They have ever exercised the soundest judgment as to the authors of their educational series, and the most learned and able professors and teachers are called upon to write text books on the branches of learning in which they are recognized authorities. Hundreds of thousands of children have already received their primary grammar school education through the medium of these series of text books, and which are justly celebrated and in demand all over the United States. Among the standard works now on the firms lists, we may mention Hagar's algebra and arithmetics, Eddy's geometry, Goodrich's and Berard's histories of the United States, Greene's grammars and language series, Appleton's chemistries, Blaisdell's physiology, Warren's geographies with special editions for a number of the states, Monroe's, and Leach's spellers, and Monroe's series of readers, much the most complete and progressive of any, and which include his famous reading charts (56 numbers) for primary classes. The firm are officially appointed contractors for the supply of text books to many state boards of education and to thousands of the leading public and private schools in Pennsylvania, and all over the land, and the character and magnitude of their business is at once a benefit to this city and a lasting source of credit to this honored and responsible old publishing house.

BUCHANAN, BROMLEY & CO., Manufacturers, Importers and Dealers in Photographic Materials, Nos. 1030 Arch Street, and 1029 Cuthbert Street.—For all descriptions of photographic materials, the headquarters both at wholesale and retail in Philadelphia is at Messrs. Buchanan, Bromley & Co's., No. 1030 Arch Street. The business was founded in 1884, the co-partners, Mr. W. P. Buchanan, Mr. A. H. Bromley, and Mr. Benjamin Siedenbach, bringing to bear the widest range of practical experience coupled with perfected facilities for the supply of absolutely the best and most improved makes and brands of photographic apparatus, chemicals, accessories, etc. They are not only importers and dealers, but manufacturers of many important articles and have developed a trade of great magnitude, strictly on the basis of merit. They now have three entire floors, each 24 feet by 120 in dimensions, and where both the professional and the amateur can best select what will meet their requirements. The firm carry full sizes of the celebrated Dallmeyer lenses, Novel, Success, Albion and Climax cameras; Fairy Bicycle, and the new Detective cameras; amateur outfits at all prices, chemicals, Stanley and Keystone dry plates; posing chairs, accessories, field outfits, all literature on photography, etc., etc. There is nothing in use by the photographer which cannot be obtained here of the best quality and at most moderate prices. The firm are justly celebrated for their enterprise in securing everything of the latest improved character, and also for executing sound judgment in the selection of materials, so that the best results and the most perfect pictures can always be obtained. Both photographers and amateurs should send for Messrs. Buchanan, Bromley & Co.'s handsome illustrated catalogues, which will give not only the prices, but full detailed descriptions of the goods, with methods of use. This firm is progressive and enterprising, alive to the rapid progress of the photographic art, and achieving a merit-

ed success in retaining to Philadelphia such a large and growing trade.

JOHN SIMMONS' Paper and Rag Warehouse, Nos. 20 and 22 Decatur Street.—Mr. Simmons is widely prominent as a buyer and seller of paper stock, and has been established in the business for upwards of thirty years, and has never given a promissory note in all that time. The utilitarian tendencies of this wonderfully progressive age are aptly illustrated in the use now made of articles which were formerly thrown away or destroyed, as possessing no value whatever. From the discovery of processes, whereby these so-called waste materials can be again made commercially available, has sprung up more than one great department of business. The use of old rags and paper in the manufacture of new is an example of what we mean that is familiar to all our readers. There are now in operation in this country over one thousand paper mills, turning out about one hundred million dollars' worth of paper every year, and nearly the whole of this immense business is based upon the utilization of what would otherwise be waste substances. An immense business has thus grown up of late years in the collection, sorting, packing and shipping of rags, waste paper and paper stock of all kinds, which industry is well represented at Mr. Simmons' paper and rag warehouse. The building occupied for the business is four stories in height, 40x63 feet in dimensions, and an extensive business is transacted at both wholesale and retail. The highest prices are paid for paper, rags, shavings, metals, etc., which are supplied in immense quantities to mills throughout Pennsylvania and the eastern states. All sizes of book binders' boards are also kept in stock, or made promptly to order. To manufacturers this house offers superior inducements, in that it pays the highest prices for stock, and by the nature of its cash transactions accumulates the most desirable classes of goods and furnishes them in quantities to suit and at the most advantageous rates. As Philadelphia furnishes by its location especially favorable rates for shipment, the facilities offered by this house present themselves without further comment. Mr. Simmons is one of the old and honored paper men of the city, honored and respected in all the various relations of life, and has built up a prosperous business by energy, industry and thoroughly legitimate methods.

WILLIAM WURFFLEIN, Manufacturer of the "Wurfflein" Breech-Loading Sporting, Target and Gallery Rifle, No. 208 North Second Street.—A leading headquarters in this city for guns, targets and general sporting goods is the establishment of Mr. William Wurfflein, located at No. 208 North Second Street. This gentleman enjoys a national reputation as the manufacturer of the celebrated "Wurfflein" breech-loading, sporting target and gallery rifle, and also as an extensive wholesale and retail dealer in ammunition, sporting goods, fishing tackle, etc. The business was founded in 1843, by Mr. Andrew Wurfflein, who was succeeded by his son, the present proprietor, in 1870. The business premises comprise a large four-story factory, and spacious salesrooms, and steady employment is given in the season to a force of twenty-five skilled and expert hands. The factory is equipped with new and improved machinery and ample steam power, and every modern facility is at hand tending to insure rapid and perfect production. This is the second oldest house in its line here, and the only one in the city manufacturing guns and targets by steam power. It has been operated for forty-three years on this same site, and is a veritable landmark in the history of the past, as well as a prime factor in the commerce of the present. The proprietor does not aim to transact a clap trap business, advertising one thing and selling another, but deals squarely and fairly with all men. He guarantees every article as represented, and possesses unsurpassed facilities for executing all orders with promptness and dispatch. His experience in the manufacture of the finest gallery target and sporting rifle and sporting target extant warrants his goods, in every point of excellence of material, mechanism, simplicity and shooting qualities, to be unexcelled. His goods in all departments are the best to be found anywhere, while inducements are constantly offered to the trade and the public, as regards terms and prices, which defy competition. Mr. Wurfflein is a native Philadelphian, and recognized in commercial and trade circles as an accomplished manufacturer.

SPELLIER ELECTRIC TIME COMPANY, THE, Office No. 27 South Eleventh Street, Wm. B. Bement, President; John W. Francis, Treasurer and Secretary; Franklyn A. Lee, Manager.—This representative company was incorporated under the laws of New Jersey, in 1888, with ample capital, for the purpose of introducing absolutely correct time in the city of Philadelphia. The Spellier Electric Time Company has secured the sole ownership of all letters patent granted to Louis H. Spellier, relating to the subject of electric time distribution. It leases clocks at very reasonable rates, and furnishes correct time to its patrons. By the Spellier system of electric time distribution, any number of clocks or clock circuits can be electrically controlled from one well regulated master clock at the central station, without imposing upon subscribers, the slightest care for the time piece upon which he depends for the transaction of his daily business. The company has arranged for the daily corrections of its master clock at the central station by astronomical observations, thereby securing to its subscribers absolutely correct time. The company's electric clock works can be used in all kinds of clock cases from the cheapest to the most elaborate. A feature of special interest in the Spellier system is the device of controlling tower clocks of any dimensions by purely electrical means. The price of rental varies according to the styles and sizes of the clocks, and covers the whole cost of attaching and maintaining, thus entirely relieving patrons of all care and expense of cleaning and repairing clocks. Special attention is paid by the company to the establishment of plants, and the equipment of factories and all institutions, where the wires of the company's central station do not reach, and where uniform time is required in different localities. The following gentlemen, who are widely known and highly esteemed in business circles for their enterprise, executive ability and just methods, are the officers and directors: Wm. B. Bement, president; John W. Francis, secretary and treasurer; Directors: Wm. B. Bement, Wm. A. Redding, Henry B. Cutter, Horace Geiger, Horace A. Pinkham, William Bault, Frederick Schoff, Lindley M. Garrison, John T. Roberts; Executive committee: Wm. A. Redding, Wm. B. Bement, H. B. Cutter, Horace Geiger, Louis H. Spellier, Electrician; F. A. Lee, Manager. The Spellier system was awarded the Elliot Cresson Medal by the Franklin Institute of the state of Pennsylvania. Further details, etc., are cheerfully furnished at the company's office No. 27 South Eleventh Street, on application.

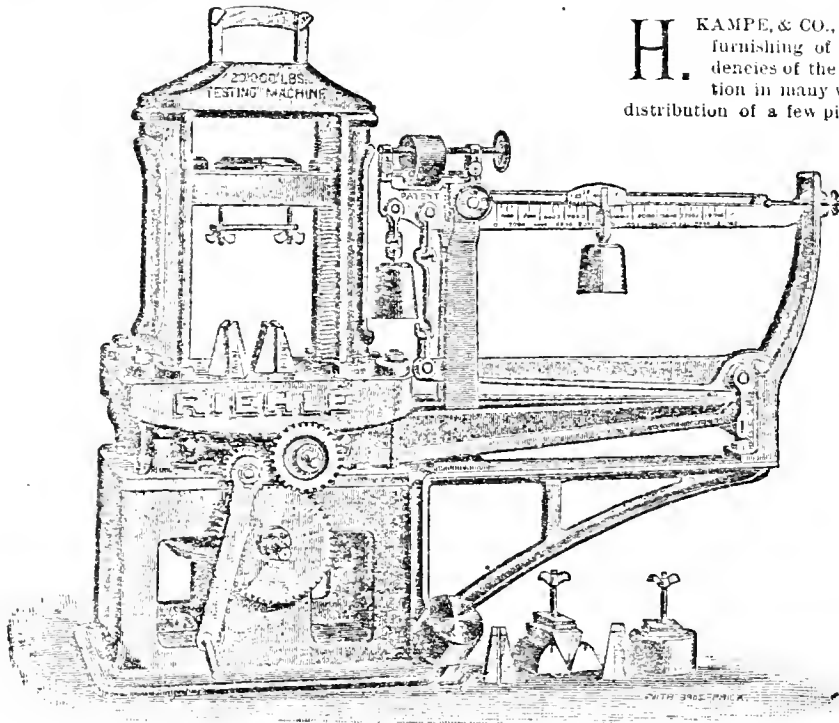
R. F. BANCROFT & SON, Builders' Iron Works, Contractors for Iron Fronts, Columns, Etc., Nos. 1109 and 1111 Locust Street.—Iron is the modern building material. Keep it properly painted, and after years of exposure to the wind and weather an iron front will be as perfect as on the day of erection. Iron for building purposes possesses unsurpassed advantages for strength, durability, economy and adaptability to ornament and decoration. No other material is so valuable after it has served its original purpose, as it may be cast into new forms and adapted to new uses. In connection with these statements special reference is made in this commercial review to the old established and reliable firm of Messrs. R. F. Bancroft & Son, whose iron works are located at Nos. 1109 and 1111 Locust Street. The premises occupied comprise a spacious and substantial four-story building 48x80 feet in dimensions. The various workshops are fully supplied with the latest improved machinery, tools and appliances. Here thirty skilled mechanics and operatives are employed, and the machinery is driven by steam power. Messrs. R. F. Bancroft & Son contract for and construct iron fronts and roofs, columns, girders, wrought-iron beams and roof trusses, vaults, fire-proof doors and shutters and all kinds of general building iron work. All iron work turned out is unrivalled for quality of materials, finish, strength and workmanship by that of any other first class house in the trade. The firm promptly fill orders at the lowest possible prices, and their trade extends throughout all sections of Pennsylvania, New Jersey and Delaware. Messrs. R. F. Bancroft & Son constructed and put in the iron work into the following buildings, giving entire satisfaction to patrons, viz: Manufacturing Club, Philadelphia Library, Penn Bank, Bank of the Republic, United Security, Brown, Wood & Co., also in the N. J. Safe Deposit & Trust Co's, Camden City Hall, Wilmington Station, B. & O. R. R. Wilmington Court House, Lehigh Valley Station,

Mauch Chunk, Pa., University Building, Bethlehem, Pa., and many others. Mr. R. F. Bancroft is a native of Cape May, N. J., while Mr. Chas. R. Bancroft was born in Philadelphia. Both partners are highly regarded in trade circles for their mechanical ability and integrity, and may justly be considered as thoroughly identified with the best interests of Philadelphia.

PHILADELPHIA MORTGAGE AND TRUST COMPANY, No. 322 Chestnut Street, Benjamin Miller, President; Edward Hoopes, Vice President; R. T. McCarter, Jr., Secretary and Treasurer.—This representative and progressive company was incorporated in 1880 under the laws of Pennsylvania with a paid up capital of \$700,000, and has since built up an influential, liberal and permanent patronage. The Philadelphia Mortgage and Trust Company acts as executor, administrator, agent, or trustee under appointment by the courts, for corporations or individuals. It takes charge of the property of absentees, collects and remits income promptly and executes trusts of every description known to the law. Trust funds are always kept separate and distinct from the assets of the company. The cash department of the company is a thoroughly organized banking institution, affording every facility except the discounting of commercial paper, loans being made on approved marketable collateral, and deposits being received subject to check at sight. Special deposits can be made for fixed periods at rates of interest to be agreed on. The Philadelphia Mortgage and Trust Company also deals in first mortgages on improved Western farms and city property, and issues five per cent. real estate trust bonds and sells at six per cent. interest with their guarantee attached. All its investments are made with the greatest care and judgment, while its ventures of capital are always well secured. The company has a branch in Omaha. The following gentlemen, who are highly regarded in business and financial circles for their prudence, executive ability, and just methods are the officers and directors: Benjamin Miller, president; Edward Hoopes, vice president; R. T. McCarter, Jr., secretary and treasurer. Directors: Benjamin Miller, Charles Platt, Edward Hoopes, Joseph L. Harris, Winthrop Smith, Charles Houston, Charles L. Bailey, Francis B. Reeves, Jno. H. Cathelwood, Geo. D. McCreary, Chas. H. Banes, Wm. H. Ingham, Thos. Woodnutt, Alan Wood, Jr., Joseph L. Caven. In conclusion we would add, that the Philadelphia Mortgage and Trust Company by an honorable and conservative course has secured a prominent position among the solid and responsible institutions of the state, and fully merits the confidence of the community.

MERCHANT & CO, Importers of Tin Plate, Metals, Sheet, Copper and Brass, etc., Nos. 517 Arch street, and 512 and 514 Cherry Streets—One of the most noted and prominent houses in the United States, extensively engaged in the importation of tin plate and all kinds of metals, is that of Merchant & Co., whose offices and salesrooms are situated at No. 517 Arch Street, and Nos. 512 and 521 Cherry Streets. The firm have also extensive houses in New York, Chicago and London, England. This business was established in 1865, by Mr. Clarke Merchant, and eventually in 1888, Mr. Henry W. Merchant was admitted into partnership, the firm being still conducted under the old style and title of Merchant & Co. Both partners have had great experience in the metal trade, and possess an accurate knowledge of the requirements of the American market. The premises occupied comprise a spacious four-story building 25x293 feet in area, fully equipped with every appliance and facility for the accommodation of the immense and valuable stock, which has no superior in this country or Europe. They are manufacturers' agents for the "Gibbertson's Old Method" and "Camaret" brands of guaranteed roofing plates, and also manufacture fine rabbit, and anti friction metal, solders, sheet copper and brass, seamless and brazed brass and copper tubes. Messrs Merchant & Co., handle only the best and most desirable metal goods and specialties, this being the principle adopted in the beginning and which has always been adhered to. Their trade now extends throughout the entire United States and Canada. The firm employ twelve traveling salesmen, seventy clerks, assistants, etc., in their warehouse. The partners are widely known as honorable business men, and the permanent trade they have secured is but a just tribute to their character.

RIEHLÉ BROS., Manufacturers of Scales, Testing Machines, Trucks Etc., No. 413 Market Street.—The oldest established firm of scale manufacturers in the United States, and unquestionably the leading representatives in their line are Messrs. Riehlé Bros. of this city, both as regards their facilities, experience and the wonderful record of their scales and testing machines for uniform accuracy and durability. The important business interests of which they are proprietors, include not only the manufacture of scales of all kinds, testing machines, etc., but also iron founding and general machinist work. The business was founded in 1813 by Messrs. Elliott & Abbott, who early developed a national reputation for their scales. In 1846 they were succeeded by the firm of Messrs. Abbott & Co., followed by Mr. A. B. Davis as sole proprietor, and eventually in 1867 he was succeeded by the



present firm of Messrs. Riehlé Bros. Their works are located at Ninth Street above Master, and are extensive and fully equipped with the latest improved machinery and appliances and affording employment to a numerous force of skilled hands. They here manufacture platform, warehouse, store and other scales; including special lines for railroads, blast furnaces, rolling mills, cattle and drove yards, etc. The workmanship is thorough, the materials are the very best, and the scales are all set with the utmost scientific accuracy, notably so, and in this respect in advance of any other make in the world. The firm has achieved international celebrity not only for its scales but also for its famous "Harvard" testing machines from 10,000 to 200,000 pounds capacity, manufactured to work by screw or hydraulic power adapted to the testing of chain, wire and hemp rope, bridge bolts, iron and steel rods and wire, iron and steel boiler plate, leather belting etc., by tensile strain. And for the testing of car springs, iron, steel, wood etc., by transverse and compression strains, Riehlé's are the official testing machines every where, and over 300 are now in use in the United States and foreign countries. Tests of material are made daily at the firm's works by their experts, and certificates thereof are duly furnished. Reports are copied and all statistics kept strictly confidential. With their splendid facilities at command Messrs. Riehlé Bros. are prepared to manufacture special scales and trucks for every purpose, and gladly furnish estimates on a 1 class of scale and foundry work. Their establishment is the most complete of its kind in the United States. A model in every way, combining, not only foundry and machine shop, but also

patternmakers', carpenters' and blacksmiths' shops, besides polishing, japanning and painting rooms in connection with their scale and testing machine departments. All classes of new work and repairing can be done by them in the best manner and by the most skillful workmen at lowest prices. Their store at No. 413 Market Street, is spacious and handsomely furnished and contains the most complete and extensive stock of scales, refrigerators, filters and coolers, laboratory, yarn and silk scales in use by nearly all leading concerns in above branches of trade. The firm's scales, etc., are found on sale in all the great cities of the Union, and will be found to give the best satisfaction of any make. The proprietors are natives of Philadelphia, business men of marked ability, high scientific attainments and equitable methods, and are worthy representatives of their important branch of trade.

H. KAMPE, & CO., Furniture, No. 833 Market Street.—In the furnishing of our modern dwellings, the tastes and tendencies of the times are seen to have influenced production in many ways. Instead of the bare walls, formal distribution of a few pieces of stiff and solemn-looking furniture, and empty corners, characteristic of the American house of thirty or forty years ago, we find a widely prevailing, universal appreciation of handsome, attractive furnishings, odd bits of furniture, and ornamental pieces formerly unknown. An old-established and popular house engaged in the furniture trade in this city is that of Messrs. H. Kampe & Co., whose business quarters are located at No. 833 Market Street. The business of the concern was founded in 1806 by Mr. H. Kampe, this house being the second oldest in its line on Market Street, and he has since continued the enterprise under the above firm style. He has won an extensive first-class patronage from residents of the city and the surrounding country, and has become an acknowledged leader in the trade. The fine premises occupied consist of a brick building having four floors, each 20x200 feet in dimensions, and arranged throughout in the most convenient manner for the display and handling of goods and the accommodation of patrons. The heavy stock carried embraces a complete assortment of parlor, bedroom, dining room, kitchen, hall, and library furniture of every description, made in a vast variety of styles, and all representing the best class of workmanship in this line. A staff of efficient clerks assist Mr. Kampe, and all customers are waited upon promptly.

GEORGE N. BELL, Civil and Sanitary Engineer, No. 427 Walnut Street.—The gentleman whose name heads this sketch enjoys a reputation for skill as a civil and sanitary engineer that gives him a place at once at the head of his profession. He is without doubt one of the foremost exponents of both branches of the art indicated in Philadelphia, and has done some notable pieces of work in and around the city, among others the landscape features of the Bradford Hills and Huntingdon Parks and the sanitary engineering of the Methodist Episcopal Orphanage and the Sanitarium at Danville, Pa. Mr. Bell, who is a comparatively young man, was born in Brooklyn, N. Y., and has resided in this city since 1856. He is a thoroughly practical, and expert civil and sanitary engineer, experienced in his profession, and prior to coming to Philadelphia had been in the Government service at Newport for some years on river and harbor improvements. Mr. Bell occupies well appointed offices at No. 427 Walnut Street where he employs an efficient corps of assistants and is prepared to give professional service in all matters pertaining to sanitary and landscape engineering. Mr. Bell is an active member of the American Public Health Association and Engineers' Club of Philadelphia.

FIRST NATIONAL BANK, OF PHILADELPHIA, Nos. 315, 317 and 319 Chestnut Street.—In no respect has the city of Philadelphia developed a greater degree of influence and progress than in that of her banking facilities, are in every way of a thoroughly representative and conservative character. Prominent among the largest and most substantial banks in this city, is the First National, Nos. 315, 317 and 319 Chestnut Street. This bank has the honor of being the first one that was organized under the National banking laws, its application for a charter having been filed in the early part of 1853. It commenced operations July 1853, and was at once successful in obtaining confidence, support and business, and its career reflects great credit upon the conservative judgment and executive ability displayed in its management. The paid up capital of the bank is \$1,000,000, which has been further augmented by a surplus of \$750,000. A general banking business is transacted, the accounts of banks, bankers, corporations, manufacturers, merchants and individuals are received upon favorable terms, while every system, which tends to benefit financial operations is followed, and that its efforts are duly appreciated by the mercantile community, is clearly shown by its extensive and influential patronage. The bank makes collections on available points in the United States, Canada and Europe, issues travellers' and commercial letters of credit, discounts first class commercial paper, makes telegraphic transfers of money, deals in Government and other bonds. Its investments are made with care and judgment, while its ventures of capital are always well secured. It is ably officered, and its board of directors is more than usually prominent and popular in financial and mercantile circles. The list is as follows: George Philler, president; Morton McMichael, cashier; Kenton Warne, assistant cashier; directors: George Philler, S. A. Caldwell, James A. Wright, Thomas Drake, Henry C. Gibson, John F. Betz, J. Tattall Lea. Mr. Philler has been president since 1873, and Mr. McMichael, the cashier, has held office from the foundation of the bank. They are both able and energetic bank officers, with every qualification for their responsible positions. The business of the First National is steadily increasing and its deposits at the present date amount to \$7,000,000.00, while its future prospects are of the most encouraging nature. The principal correspondents are the First National of Boston, First National of New York, First National of Chicago, and First National of Baltimore.

T. P. CHANDLER, Architect, No. 328 Chestnut Street.—The architectural advancement made during the last few years in the United States, is as remarkable for its beauty as it is for utility and stability. Here in Philadelphia the work of our leading architects is of a character to elicit the warmest commendations of the public and the favorable opinions of critical experts. A prominent member of the profession is Mr. T. P. Chandler, whose offices and draughting rooms are located at No. 328 Chestnut Street. Mr. Chandler is devoted to his profession, and has designed the plans for and superintended the erection of a number of the finest and handsomest buildings in Philadelphia and its vicinity. Establishing himself in the city in 1873, he has brought to bear the experience of many years' close study and practical application of the science and art of the skilled architect, and has also evinced marked originality and ability in dealing with the difficult and ever varying problems and requirements of the building enterprises contracted for. The following building were designed and erected by Mr. Chandler, viz: Brown, Bros., & Co., banking house No. 328 Chestnut Street; London, Liverpool & Globe Insurance Company's building, Walnut Street; Commercial Union Assurance Company's building, Walnut Street; The Pennsylvania Mutual Life Insurance Company's building on Chestnut Street, which is one of the finest buildings of its kind; the handsome church corner of Thirty-seventh and Chestnut Streets and a great number of other magnificent churches; Jas. P. Scott's mansion, Walnut Street; Court House, Wilmington, Delaware; asylum for deaf mutes, Stanton, Pa., and numbers of others. These buildings are greatly admired by experts for their stability and elegance. Mr. Chandler makes the same careful study of the interior requirements of his buildings as of their exteriors, his computations are accurate, his plans thoroughly practical, while his style of architecture is pure and symmetrical. His aim is always to secure to the owner the best results within the limits of esti-

mates, and his close adherence to specifications and careful supervision of builders and contractors point him out as a sound conservative business man, as well as an architect of the highest professional attainments. Mr. Chandler was born in Boston, Mass. He is president of the Philadelphia Chapter of the American Institute of Architects, a member of the Union League and several other organizations, and at the same time is one of Philadelphia's progressive and public spirited citizens.

TOWNSEND WHELEN & CO., Bankers and Stock Brokers, No. 209 Walnut Street.—This house was founded by Chamley & Whelen in 1847, who were succeeded by E. S. Whelen & Co. Eventually in 1866 the firm of Townsend Whelen & Co., assumed the management. In 1875, Mr. Townsend Whelen died after a successful and honorable career, and the business is now conducted by Messrs. Henry, Wm. N., Henry, Jr., and Charles S. Whelen, under the old firm name of Townsend Whelen & Co. The partners are active members of the Philadelphia and New York Stock Exchanges. They bring great experience to bear, and possess an accurate knowledge of the stock and money markets. Messrs. Townsend Whelen & Co., possess exceptional facilities for the prompt filling of all orders for the purchase and sale for cash or on margin of all securities listed on the exchange, etc., of Philadelphia, New York, Boston, Chicago, San Francisco, and also abroad, including government, railroad bonds and stocks. The firm likewise transact a general banking business, receiving deposits subject to check at sight, allowing interest on balances, and they also act as financial agents for banks, bankers, corporations and private individuals making collections on the most favorable terms. Theirs is strictly a commission business in the purchase and sale of stocks and bonds and they make a specialty of desirable dividend paying investment securities. The firm are agents for the New England Loan & Trust Co. of Des Moines, Iowa, six per cent mortgage and debenture bonds. They also pay the coupons and interest of the Allegheny Valley Railroad Company, the Richmond, Fredericksburg & Potomac Railroad Company, the cities of Pittsburg, Allegheny, Altoona, Oil City, etc. Their correspondents in New York are Messrs. Winslow, Lanier & Co., Morton, Bliss & Co., Marquand, Darby, and several other leading firms. The firm undertake likewise the marketing of securities for railroad companies and other corporations. They number among their permanent patrons many of our leading capitalists and investors, and to-day are classed among the prominent banking and brokerage firms of the country.

J. N. & F. A. DONALDSON, Insurance, No. 216 South Third Street.—One of the ablest and most successful insurance firms in Philadelphia is that of Messrs. J. N. & F. A. Donaldson, whose office is eligibly located at No. 216 South Third Street. The junior partner, F. A. Donaldson, was a member of the firm of Prevost, Herring & Co., from which he withdrew and opened an office on his own account. On January 1st, 1883, he associated his brother, Mr. Jacob N. Donaldson, formerly of the Heaton & Deackla Hardware Company, to form the present firm. They are prepared to transact a general insurance business, in fire, life, marine, accident, boiler and plate glass insurance, and have built up a large business both in this city and in New York. They promptly place the largest lines of insurance at lowest rates, the risks being well distributed among responsible companies. They control the insuring of desirable lines of business and residential property in Philadelphia and vicinity, and they have become deservedly popular with all classes of property-holders. Their connections with insurance corporations both at home and abroad are of the most superior character, their methods will be found thoroughly fair and equitable, while they have acquired a high reputation for the promptitude with which they settle and adjust all losses. The Messrs. Donaldson are both natives and well known citizens of Philadelphia, and still in the active prime of life. Mr. F. A. Donaldson served three years in the late war, enlisting as a private and being promoted to a captaincy, and was wounded in battle and a prisoner in Libby Prison for four months. He is a member of Post No. 2, G. A. R., the Loyal Legion and the Tariff Association, and a recognized authority upon insurance matters. Mr. J. N. Donaldson also served in the war as an emergency man, and is a member of Post No. 1, G. A. R.

MERCHANTS NATIONAL BANK, No. 108 South Fourth Street, Wm. Wood, President; James Whitaker, Vice President; Hartman Baker, Cashier; Herbert E. Tyson, Assistant Cashier.—The importance of Philadelphia as a great financial centre, is forcibly demonstrated by the record and solid prosperity of her leading banks. Commercial stability is largely dependent on the extended facilities accorded by these fiscal institutions, and they are intimately linked with the growth of every interest in the city and Pennsylvania. Prominent among the substantial and progressive banks of Philadelphia, is the Merchants National Bank whose banking offices, are centrally located at No. 108 South Fourth Street. This bank was duly organized under the National banking laws, and opened its doors for business, March 23d, 1884. From the day of its organization to the present date, it has enjoyed a prosperous career, and this fact speaks volumes for the sound conservative judgment displayed in its management. The Merchants National Bank has a paid up capital of \$500,000, while its surplus and individual profits now aggregate \$128,311.95. Its board of directors is as follows: William Wood, of William Wood & Co.; James Whitaker, of William Whitaker & Sons; George H. Stuart, John Wanamaker, James S. Moore, of Gloucester Manufacturing Co.; R. Williams, Jr., of Thomas Dolan & Co.; James H. Gay, of John Gay's Sons; Andrew C. Sinn, late of Hood, Bonbright & Co.; John Boyd, of Boyd, White & Co.; W. S. McCahan, of W. J. McCahan & Co.; William H. Arrott, insurance; William H. Scott, of Allen, Lane & Scott; F. W. Ayer, of N. W. Ayer & Son. The above named gentlemen are influential and prominent in commercial circles, their names are synonymous with stability and integrity, and there is no fiscal institution in the city that enjoys greater confidence. The president, Mr. William Wood, is recognized as one of Philadelphia's ablest financiers. Mr. James Whitaker, the vice president, and Mr. Hartman Baker, the cashier, have had great practical experience and are eminently qualified for their important positions. The Merchants National Bank transacts a general business, and receives on favorable terms the accounts of banks, bankers, corporations, merchants and individuals. It has large and remunerative lines of loans and discounts and makes extended collections, while it numbers among its correspondents the following banks in New York City: Continental National Bank, Hanover National Bank, National Bank of the Republic, Mercantile National Bank, United States National Bank; Third National Bank, Baltimore, Md.; National Revere Bank, Boston, Mass. The deposits of the bank now amount to \$3,129,000 and its future prospects are of the most favorable and encouraging character.

ROSE GLEN PAPER MILLS, A. G. ELLIOT & CO., Manufacturers, Importers and Dealers in Paper, Nos. 30, 32 and 34 South Sixth Street, and Nos. 600, 602 and 604 Jayne Street.—Philadelphia, the home of the printers' art in America, has ever been celebrated as headquarters in the wholesale paper trade, and the largest leading house in the line, is that of Messrs. A. G. Elliot & Co., Nos. 30, 32 and 34 South Sixth Street, and proprietors of the "Rose Glen" paper mills, and importers and dealers in papers of every description, chemicals, etc., etc. The business is very old established, having been founded by Mr. Charles Megargee in 1853, succeeded by Messrs. J. G. Ditman & Co. These firms early achieved an enviable reputation for the superiority of their stock and product. In 1884, Messrs. A. G. Elliot and J. B. Miteher, succeeded to the proprietorship under the existing name and style. This firm brought to bear every possible qualification for the successful carrying on of this difficult branch of trade, including wide range of experience, perfected facilities and influential connections. They have developed a trade of great magnitude and being agents for over thirty of the leading paper mills of the United States are prepared to promptly fill the largest orders for all descriptions of paper, including book, news, writing and blotting paper, manilla papers, paper bags, etc., also card-board, binders, board, etc. Their prominent specialties for which they are internationally celebrated are water-proof parchment paper, paper mailing tubes, and American matrix. The special attention is called of the trade and of producers and manufacturers of butter, cheese and lard, fish packers, ham and sausage dealers, cracker, biscuit and cake bakers, grocers and tea dealers, tobacco and cigar manufacturers and a host of other lines of business to their

parhement paper as produced by their Rose Glen paper mills. It is made from the choicest linen and cotton fibre in every way, so far superior to the wax papers as to forever banish them from use when the parchment paper is once tried. Paper that is waxed is easily rendered useless, acids and juices decompose the wax, while the wax paper is fragile and may injuriously affect the contents of package. On the contrary, parchment paper is unaffected by liquors or oils, becomes like vellum when dampened and is preferable in all cases to wax paper, tin foil, muslin, etc. Almost all branches of industry are benefitted by the use of this paper. In addition to the lines of trade previously mentioned, it is in rapidly increasing use by seedsmen and florists, soap makers, refrigerator makers and sugar refiners for lining cases and barrels, druggists, perfumers and confectioners, provision dealers, powder makers; hospitals in place of oiled silk; box makers for lining paper, straw and wood boxes; and to hotels, restaurants, caterers, etc., for wrapping lunches, sandwiches, cakes, pies, oysters, ice cream, etc. Nothing so good, so clean, cheap and popular. Its absolute purity is guaranteed. The mills are situated at Pascall Station and are extensive and fully equipped, having a capacity of two and one-half tons of parchment paper per day, twenty-five hands find employment there, and fully fifty at their warehouse, an immense five-story and basement structure, 50x160 feet, and where the most desirable stock of paper of all kinds is carried, adapted to every requirement. This is the leading and largest concern of the kind in Pennsylvania, and the co-partners are to be congratulated upon the large measure of success attending their ably directed efforts.

J. F. HOBSON & CO., Fruit and Produce Commission Merchants, No. 262 South Front Street; Warehouse, No. 110 Spruce Street.—The trade in general produce is undoubtedly one of the most important in Philadelphia and the city is well represented in this respect by a large number of responsible and reliable houses devoted to this branch of commerce. Among this number is that of Messrs. J. F. Hobson & Co., whose office and salesroom are located at No. 262 South Front Street, and with warehouse at No. 110 Spruce Street. The business was founded in 1872 by Mr. Hobson who conducted it alone until 1884, when the present co-partnership was formed with J. D. Fleming. Both gentlemen bring to bear the widest range of practical experience and are noted for their responsibility and integrity. We recommend them to the growers and shippers all over the United States as produce commission merchants with special facilities at command. They have an extensive and influential connection throughout the producing sections of the south, New York, New Jersey, Delaware, Maryland and Pennsylvania, which enables them to promptly dispose of the largest consignments at top prices; prompt account sales are rendered and all consignments will have the best personal attention, liberal advances being made on them when required. The premises occupied on South Front Street comprise a superior four-story building 25x75 feet in size which they have occupied for the past four years and which is fitted with every necessary appliance. Messrs. J. F. Hobson & Co., are heavy receivers of all kinds of fruits and vegetables, the firm making a specialty of southern fruits and vegetables, especially in peaches and berries, the house having the largest peach trade in the city. They are active and popular members of the Produce Exchange and thus give customers the benefit of the widest range of market. All orders are promptly and satisfactorily filled. Mr. Hobson is a native of Delaware and has lived in Philadelphia for the past seven years, while Mr. Fleming is a native of New Hampshire and has resided in the city for twenty years, having been engaged in this line of business with his father-in-law for sixteen years. Enterprising and progressive, pursuing a liberal, honorable policy the house of Messrs. J. F. Hobson & Co., is one in every way worthy of patronage and relations once entered into with them will not only prove pleasant but lasting and permanent. Its standing will be understood when we say that it refers to such eminent concerns as the Farmers' Bank, Dover, Delaware; Smyrna Bank, Smyrna, Delaware; the Produce National Bank, Philadelphia; Johnson & Stokes, seed merchants, Philadelphia; Dr. S. D. Smoke, Micanopy, Fla.; D. K. Rawlins, real estate, Gainesville, Fla.; Maj. John Mullins, Norfolk, Va.; and many others. The house is well situated for the sale of southern fruits and consignments are disposed of quickly, returns being made on the day of sale.

HENRY E. MILLER, Real Estate and Conveyancing: Law and Collection Agency, No. 241 South Fifth Street.—Among the many occupations engaging the attention of the active business men in this populous city there are none of more importance than that of the law and collection, and real estate and conveyancing. Among those prominently identified with all of these branches we find Mr. Henry E. Miller. During the past five years he has established a fine reputation, secured connections of the most substantial character, and obtained a thriving patronage. In transactions and operations he has shown an adaptability to the needs of his clients, and possessing a valuable experience in every branch of his business, he has achieved a well earned popularity, for sagacity, promptness, and honorable methods. Mr. Miller is widely known as a law and collection agent. Collections of new, old or doubtful claims are safely made in any part of the world, and the methods employed by him have insured the approval of his patrons. No remittances are delayed and all returns are promptly made and satisfaction guaranteed. By a system devised and introduced by him he is conferring inestimable benefits upon the community. The rates of charges for collections are very reasonable, and the success which has crowned Mr. Miller's efforts in this direction leave no doubt of the efficacy of the system he has adopted and put into practice. Mr. Miller also negotiates loans on bond and mortgage, leases houses, buildings, and lands, buys, sells and exchanges city and suburban property, collects rentals, examines titles, takes care of and manages estates, attends to conveyancing and all branches pertaining to the business. He is a young energetic man of experience and enterprise, and is fully competent both by education and natural ability to conduct operations in his especial line of business. He inspires at the same time the confidence, consideration and esteem of the public, whose interests are greatly enhanced by his labor. He is a Philadelphian by birth and popularly known in commercial and financial circles.

LISSE & SON, Manufacturers of Fine Cigars, No. 27 South Fifth Street.—Among the various interests which diversify the industries of Philadelphia, none deserve more prominent mention than that of cigar making. It is one that gives employment to a large number of operatives, and in many ways forms an important item in estimating the manufacturing and commercial importance of this enterprising and thriving city. The house whose name forms the caption of this article is a new recruit among the many followers of this industry, and starting as they do with the aim and purpose to make only an honest cigar worthy of the good opinion of smokers and to scrupulously maintain the high character of their brands, their success, under such auspices, may rather be regarded as a foregone conclusion than otherwise. Messrs. Lisser & Son with this object have secured a spacious and commodious floor, 29x100 feet in dimensions, equipped with every modern convenience for the different processes of cigar manufacture. Their specialties, are "La Perfectos," "Pink Pearl," "Match Me," "Elegantos" and "Edenia" brands, which, viewed, from the purity of their material and excellence in point of manufacture, seem destined to speedily become popular throughout the United States. The individual members of the firm are Messrs. Oscar A. Lisser and Alonzo Lisser, his son, the former a gentleman of twenty-eight years experience in the trade, and formerly foreman for the well known cigar house of Goldsmith & Co., the latter an experienced salesman in the same line. Such adjuncts, blended with the energy and perseverance necessary for success, leaves no room to doubt the prosperous career of the house of Lisser & Son, and can confidently predict their rise to pre-eminence in their line at no very distant date.

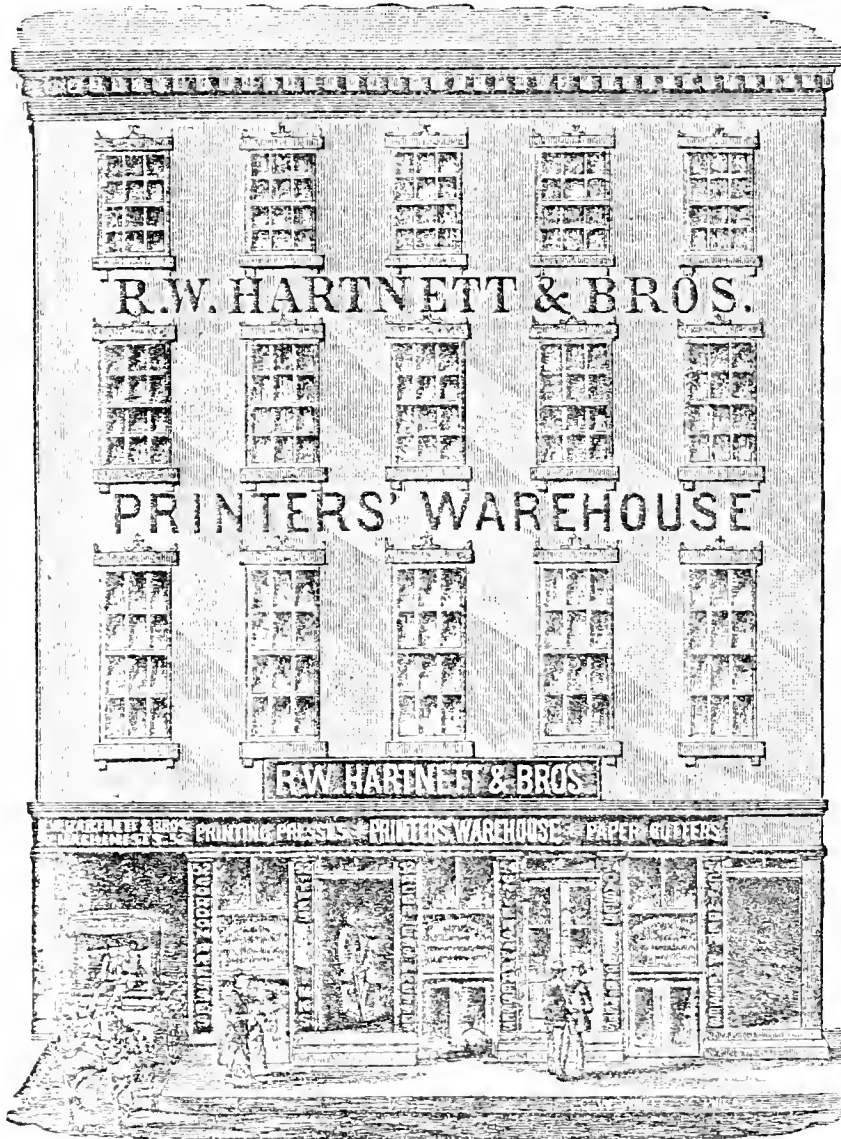
SULLIVAN & BROTHER, Importers of Hosiery, Gloves and Notions, No. 410 Market Street.—This extensive business was established in 1866 by Messrs. Jeremiah J., and James F. Sullivan, both of whom bring great practical experience to bear, coupled with an intimate knowledge of the requirements of the American market. The premises occupied, comprise a spacious four-story building 25x170 feet in area, fully supplied with every appliance and convenience for the successful and systematic conduct of this steadily increasing business. The firm handle

only the finest and most desirable hosiery, gloves and notions, which they import direct from the most famous European houses. They promptly and carefully fill orders at the lowest possible prices, and their trade now extends throughout all sections of the middle, western and southern states, requiring the services of many traveling salesmen. Both Messrs. Jeremiah J., and James F. Sullivan were born in Ireland, but have been residents of Philadelphia since childhood. Mr. J. J. Sullivan is president of the Fifth and Sixth Street railroad company, and a trustee of the Beneficial Savings Fund Company. Mr. James F. Sullivan, is a director of the Independent National Bank, a director of the Green & Coates P. R. W. Co., and of the Midvale Steel Company. The Messrs. Sullivan are largely interested in manufacturing in their own and other lines of business.

A. H. SIMMONS, Agent for and Dealer in Bradbury Pianos, and Vocalion Organs, No. 1020 Arch Street.—The highest outcome of perfection in the manufacture of pianos and organs respectively has been achieved by F. G. Smith, manufacturer of the world famous "Bradbury" piano-forte and by Mr. A. H. Simmons, agent for the equally celebrated Hamilton vocalion church and parlor organ, which has marvelous scope, and volume of tone and power, producing the true pipe tones from the common reeds. These are the instruments to-day most thoroughly typical of the greatest degree of progress, and in Philadelphia, and throughout the middle states, they are the popular favorites. The Bradbury piano was the outcome of the series, of practical experiments conducted by that eminent musician, composer, and skilled mechanic, Mr. William B. Bradbury. Associated with him for many years was Mr. Freeborn G. Smith, who became a recognized leading authority and expert in piano manufacturing, and upon Mr. Bradbury's permanent retirement in 1867, owing to failing health, Mr. Smith, the superintendent of the great factory in Brooklyn, N. Y., succeeded him. He has since continued the sole proprietor and manufacturer of the Bradbury pianos, and has met with the great success he so richly deserves. His business has had a steady ratio of growth, taxing his facilities and requiring repeated enlargement of factory accommodation. His case factory is situated at Leonminster, Mass., and his main factory at Raymond and Willoughby Streets, Brooklyn, N. Y. Only the choicest materials are used in the construction of the Bradbury, while the most skillful workmen are employed, and the instruments turned out, are in every respect the best. Everything is first-class; the actions are perfect, the pianos are strung with the heaviest imported wire, keys and ivory are of the best quality, and the cases are of the strongest character and most elaborately finished. The result is that the Bradbury with its special improvements is unrivalled for power, sweetness, brilliancy and singing qualities of tone, evenness throughout the entire scale, delicacy and elasticity of touch, strength, durability and beauty of finish. Over 2,000 of them are now in use all over the land, and the demand is rapidly increasing among the best classes of the public. The Bradbury has been honored by being purchased for the White House, Admiral Porter, many of the leading bishops and clergy, including Rev. Dr. Talmage, all own Bradbury pianos and speak in the most flattering terms of its excellences. The Bradbury has carried off the honors wherever exhibited, and is the only instrument on record to receive seven first premiums within four weeks. In 1886 Mr. A. H. Simmons opened his present eligibly located warehouses in Arch Street, for the sale of the Bradbury, and has a large stock always on hand, inclusive of the popular new scale uprights. He sells, rents and exchanges new and old instruments, and is prepared to sell these magnificent instruments on easy instalment terms. All in search of a piano, should first of all visit these warehouses and test the superior tone and quality of the Bradbury. The sales here in Philadelphia and Pennsylvania are very large and to the best class of the music loving public. Mr. Simmons also has in stock a full line of the celebrated vocalion organs, which have opened up a new world to the musician. These instruments duplicate in small compass and low cost, the most magnificent and powerful achievements of the great pipe organs found only in churches and halls, and combine a mellow, tone, diversity of expression and durability, possible in no other musical instrument. Mr. Simmons is a business man of marked executive capacity, sound judgment and ability.

R. W. HARTNETT & BROS., Printers' Machinists, and Manufacturers of Printers' Supplies, Nos. 52 and 54 North Sixth Street.—Philadelphia has many representative business houses, and from time to time is coming forward and leading in special lines of trades, among whom we may mention that of R. W. Hartnett & Bros., whose offices and salesrooms are located at Nos. 52 and 54 North Sixth Street. This business was

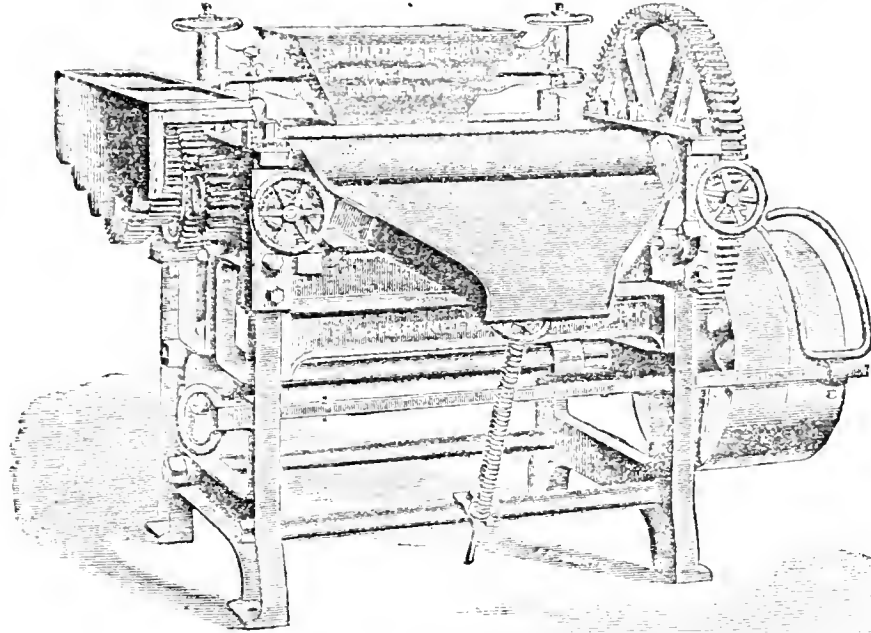
after. In the salesrooms there is always a large stock of cylinder and job printing presses of all sizes and makes, paper cutters, and bookbinders and lithographers machinery. Through the enterprise of this firm, liberality in advertising, and a desire to excel they have succeeded in gaining for themselves a national reputation in the trade for making the best wrought iron chases that are made in the United States, which is substantiated by the fact that



established in 1879 by Messrs. Richard W., John, and James J. Hartnett, all of whom are practical, skilled machinists, and fully conversant with every detail of repairing and manufacturing printers' and bookbinders' machinery—as they have been identified with these branches for the past thirty years, which places them in a position to fully meet all the various wants of the trades. The factory connected with their business, is immediately in the rear of the salesrooms, where none but the best skilled mechanics are employed, numbering at times, as many as sixty. Their machine shop is equipped with the latest improved machinery, competent workmen are employed in every department, and their business is so systematized, that their customers may depend on having good work at reasonable rates; the fact that all three brothers are practical men, and personally superintend all the details of the business is an assurance that their customers' interests are looked

they are constantly the recipients of unsolicited testimonials from all sections of the country, and during the year just passed they have used 35 tons of bar iron in this one branch. When Hartnett Bros. commenced business in Philadelphia they recognized the importance of carrying in stock parts of printing presses, etc., that were frequently broken and which would cause serious inconvenience to their customers if compelled to wait for duplicate parts from the manufacturers, and their stock in this line is larger than any similar concern in Philadelphia. Their printers' supply department has gradually grown to be the headquarters for printers in this section as all the latest novelties and tools used by the trade are constantly in stock, and their prices are such, that together with the general excellence of all their goods, this one fact has been one of their best advertisements. R. W. Hartnett & Bros., are the Philadelphia agents for the sale of what is known among the trade

as copper alloy type, made by the Central Type Foundry of St. Louis, Mo., and the Boston Type Foundry of Boston, Mass., a full stock of which is always on hand. About eight years ago they began the manufacture of a three-roller ink mill, (an illustration of which is given below) which is used by nearly all the manufacturers of printing and lithographers' inks for grinding their colors, and is also used in many of the large lithographic printing establishments. This mill has steadily grown in favor, and they are proud to say that their mill is gradually displacing many of the German and English makes, and claim better



IMPROVED THREE-ROLLER PRINTING INK MILL.

Built by R. W. Hartnett & Bros., Nos. 52 and 54 North Sixth Street, Philadelphia, Pa.

work and better results generally than can be obtained from any other three-roller mill; the one fact alone that it will grind skins, is of considerable importance in the economical manufacture of printing inks. Messrs. Richard W. and John Hartnett were born in New York City, and Mr. James Hartnett in Connecticut. All three brothers at an early age connected themselves with Messrs. R. Hoe & Co., of New York City, where all the early advancement in printing press building has been made, since which time they have continually been associated with this one branch of the machine business. They are greatly respected in trade circles, for their integrity, promptness, and mechanical ability, justly meeting the liberal and permanent patronage of our first printers, altogether making a firm foundation for an industry that Philadelphia may well foster.

REIF, WENTZ & CO., Wholesale Grocers, Nos. 130 and 132 South Front Street.—Representative among the largest and most reliable establishments in the city of Philadelphia is that of Reiff, Wentz & Co., wholesale grocers and tea dealers, whose office and salesrooms are eligibly located at Nos. 130 and 132 South Front Street. This business was established in February, 1850, by Reynolds, Howell & Reiff, who were succeeded by Reiff, Howell & Harvey, and Reiff & Harvey. Eventually Mr. B. Reiff became sole proprietor, and admitted his son, Mr. Thompson H. Reiff, into partnership. In March, 1855, Mr. Thompson H. Reiff died, and the business was conducted by Mr. Benjamin Reiff, till May 1st, 1859, when the present co-partnership was formed. The premises occupied comprise two superior five-story buildings each being 25x125 feet in area, fully supplied and fitted up

with every appliance and facility for the successful prosecution of this steadily increasing business. The stock carried is essentially representative of the choicest food products, staple and fancy groceries and sundries from every quarter of the globe. A specialty is made of teas, coffees, canned goods, fancy groceries, etc., which cannot be excelled in this city or elsewhere either as regards quality or prices. They always carry in stock full supplies of fresh crop Oolongs, Japans, gunpowder, Imperial Young Hyson, English breakfast and other standard teas, that are renowned for purity, flavor and quality. In coffees, fresh and pure spices, foreign and domestic fruits, condiments, sauces, pickles, etc., their stock challenges comparison. The greatest care is taken to handle only those brands of canned goods that are properly packed, full weight and containing the best selected prime fruits and vegetables, and the trade can at all times select here with perfect confidence of having a first class, salable and appreciated lot. In such staples as flours, cereals, sugars, syrups, molasses, soaps, tobacco, cigars, etc., they are prepared to offer substantial inducements to the trade. Twenty clerks, salesmen, etc., are employed in the warehouse, and the trade of the house now extends throughout all sections of the middle states. Mr. Reiff was born in Montgomery Co. Pa., but has resided in Philadelphia for the last fifty years, where he is highly regarded by the community for his enterprise and sterling integrity. He was president, and one of the founders of the Grocers' and Importers' Exchange, and is one of Philadelphia's public spirited and influential citizens. Business relations opened with this old and reliable house will be found pleasant and profitable.

I. P. THOMAS & SON CO., Manufacturers of Sulphuric Acid, Bone Fertilizers, No. 2 Chestnut Street.—The effects of fertilizers on any land are readily apparent on the first crop raised, after the employment of a suitable fertilizing chemical. The plants whether cereals, tobacco, cotton, or any other standard crop grown in this county assume a well nourished appearance through the application of fertilizers, that cannot otherwise be produced. It may be stated distinctly that the principal element in the soil, that the farmer needs to replace, is available phosphoric acid, ammonia-potash, and this can only be done by the use of suitable fertilizers, obtained from reliable and representative houses, which have gained an honorable reputation in this important trade. Prominent among the number thus referred to in Philadelphia, is the widely known and responsible I. P. Thomas & Son Company, whose office is located at No. 2 Chestnut Street. The company's works, which are among the largest and best equipped in this section, and furnish constant employment to one hundred and twenty workmen, are situated at Mantua Point, on the Delaware River. This extensive business was established in 1869 by Mr. I. P. Thomas, who was succeeded by the firm of I. P. Thomas & Co. Eventually in 1887 it was duly incorporated under the laws of New Jersey with a paid up capital of \$1,500,000, and its trade now extends west to the Mississippi River. The I. P. Thomas & Son Co., manufactures extensively sulphuric acid and bone fertilizers, superphosphates, potato manure, tobacco fertilizer, fish guano, pure ground bone, etc. Full particulars of the analysis of each of the company's splendid manures and fertilizers may be obtained at the office on Chestnut Street.

A. HENTSCHE, Prop'r. Seefeldt Musical Instrument Manufacturing Co., No. 731 Race Street.—The great increase in the manufacture of musical instruments in the United States from year to year is a pleasing proof of the spread of that musical education which is a sure evidence of a higher civilization. The business conducted by the Seefeldt Musical Instrument Manufacturing Company, at No. 731 Race Street, is an illustration in point. It was established in 1852, under the above title, and in 1879 Mr. A. Hentschke, who had been connected with the house for twenty years, succeeded to the sole control, continuing the business under the original name. This gentleman may be justly classed among those who, bringing long practical experience, deep research and study into every detail of their business, attain what can be secured in no other way—eminence in their chosen profession. As manufacturers of brass and German silver band instruments, no concern is better or more favorably known, and the workmanship, merits and tone of the instruments here made have gained an enviable reputation throughout the entire United States. It is the oldest manufacturing house in its line in the country, and the leader in its branch of industry in this city. The premises occupied are spacious in size, and all the arrangements for the production of thoroughly first-class goods are of the most admirable and perfect character. The range of manufacture embraces every kind of instrument used in a band, and the proprietor is in receipt of testimonials from the highest authority attainable which declare that, for purity of tone and thorough finish, his products are unsurpassed by those of any other manufacturer in the country, or in fact the world. As an authority upon band instruments, Mr. Hentschke is considered thoroughly reliable in musical circles, and he is prepared to guarantee any instrument made by him to be perfect in all details of tone, tune and workmanship. Besides producing a full line of brass and German silver band instruments, this house manufactures surgical and dental instruments for the trade, exclusively to order, and guarantees the prompt and perfect fulfillment of all commissions. We cordially recommend this establishment to band masters, musicians and the trade everywhere, as one with which to form business relations of the most profitable and enduring nature. Mr. Hentschke was born in Germany, and came to this city in 1868. He early developed a taste and talent for music, enjoyed a thorough training in all the details of musical instrument manufacture, and is honored and esteemed in musical and trade circles for his rare genius, commanding ability and sound judgment as a manufacturer and accomplished master of his art.

C. COOPER JESSUP, Commission Merchant in Oysters, Fish, Produce, Etc., No. 7 Vine Street.—Twenty-one years mark the history of the prosperous and flourishing oyster, fish and produce commission house of Mr. Cooper Jessup, of No. 7 Vine Street. It is with pleasure that we are enabled in this review of one of the leading and important branches of the city's commercial activity to refer to the honorable and successful career of such a prominent and highly reputable establishment as this. Mr. Jessup entered upon his present business venture in 1868, and for the past two years has occupied his present premises on Vine Street, where he has ample accommodation for the large and varied stock he carries and all requisite facilities for the handling of consignments of oysters, fish, eggs, poultry, game, vegetables and country produce of every description, and for the prompt and satisfactory filling of dealers' orders. This house enjoys a vast distributive trade throughout the city and vicinity, and it is one to which dealers have come to look for the bulk of their supplies from a conviction that nowhere else can more fresh and reliable goods be obtained, and that the prices prevailing here are invariably the lowest in the market, while the service is prompt, and all transactions characterized by courteous, liberal and honorable treatment. Producers have long ago discovered that this house is a most desirable one to which to forward their consignments, since sales are quick, returns prompt, and all business transactions pleasant and profitable. Mr. Jessup is one of the most progressive, diligent, and successful merchants of his class, and personally enjoys a widespread and well deserved popularity. He resides at Camden, and is a native of New Jersey. He is the owner of Woolbury farm in that state, and his father is one of the largest land owners in New Jersey, owning twenty-six farms.

B. AKER & DALLETT, Architects; South West Corner Walnut and Fifth Streets.—The architectural advancement during the past decade of American development is as remarkable for its notable beauty and elegance, as it is for extreme utility and stability. Here in Philadelphia the work of leading local architects is of a character to elicit the warmest commendation of the public, and the favorable opinions of experts. A leading firm identified with the profession is that of Messrs. Baker & Dallett, whose offices are located on the corner of Walnut and Fifth Streets, the co-partners being Mr. Louis C. Baker, Jr., and Mr. E. James Dallett, both of whom are natives of the city. For eight years they were connected with the house of Messrs. Furness, Evans & Co., in which they were partners for about two and a half years. On December 17, 1888, they severed themselves from this firm and formed their present partnership. They bring to bear on their enterprise the experience of many years' close study and practical application of the science and art of the skilled architect and have evinced marked originality and great executive ability in dealing with the difficult and ever varying problems and requirements of the building enterprises contracted for. References are permitted to the following gentlemen: Dr. S. Weir Mitchell, Mr. J. Dundas Lippincott, Messrs. George S. Fox & Sons, Philadelphia; John Dallett, Esq., (Bolton, Bliss & Dallett), E. A. Stevens, Esq., (president of Hoboken Land & Imp. Co.) New York; Hon. Edward Betts, Mr. Job H. Jackson, (president Jackson & Sharp Co.) Mr. F. L. Gilpin, Wilmington Del.; Hoopes Bro. & Thomas, Hou. Wm. B. Waddell, West Chester, Pa. Messrs. Baker and Dallett are members of the American Institute of Architects. They make in their designs of buildings the same careful study of the interior requirements as of the exteriors; their computations are accurate, their plans thoroughly homogeneous and practical, and their style of architecture pure and symmetrical. Their aim is to secure to the owner the best results within the limits of estimates, and their close adherence to specifications and careful supervisions of builders point them out as sound, conservative business men, as well as architects of the highest attainments.

S. TWITCHELL & BRO., Manufacturers, Importers and Dealers in Bottlers' Supplies, Nos. 223 and 225 Vine Street.—The largest and leading house engaged in the manufacture and sale of bottlers' supplies in this city is that of Messrs. S. Twitchell & Bro., located at Nos. 223 and 225 Vine Street. It is an important source of supply for a long line of goods, and enjoys an international reputation for the superiority of its productions and the enterprise and reliability of its business policy. The house was originally established in 1872 by Mr. Selden Twitchell, and in 1880 the present firm was organized by the admission of Mr. Oscar Twitchell to partnership. The building occupied for manufacturing and trade purposes comprises four floors and a basement, 49x100 feet in dimensions, all of which splendid floor space is utilized in conducting the immense business of the firm. The equipment embraces all the requisite machinery and apparatus for manufacturing in their line, and a well equipped laboratory with all the latest appliances for accurate scientific work is also provided. The firm are prominent and popular in trade circles as manufacturers of new process burnt sugar colorings for all purposes, also harmless permanent colorings appropriate to all fruit flavors for carbonated beverages, also for their extensive line of bottlers' extracts of which they manufacture for making every known carbonated beverage; also, bottling tables, filterers, and filling and corking machines for cork and all patent stoppered bottles. They are also extensive importers and dealers in essential oils, corks, bottles, tartaric and citric acids, oil vitriol, whitening, marble dust, bottle washing and rinsing machines. A specialty is made of Twitchell's improved self acting floating ball stoppered bottles for carbonated beverages, the latest improved, the simplest for the purpose, as well as the most perfect, and therefore the cheapest. The motto of this firm is "full weight, measure, count and quality." No house in the country is better prepared to minister to the wants of its trade, or stands better before the public. Its trade is immense and influential throughout the entire United States and extends to the Sandwich Islands on the west and to the Bermudas on the east, also embracing the Canadas. The trade is naturally attracted by the honorable methods in force, and the eminently satisfactory manner in which their orders are filled.

WM. A. SIMPSON & SON, Insurance, No. 329 Walnut Street.—Insurance is undoubtedly the right man and man support of all business enterprises, and as such it merits special recognition in this work. The insurance agent occupies an important position in the business. He acts both as agent for the company or companies he represents, and of the property owner who employs him to place his insurance. He must necessarily be thoroughly posted in insurance matters, and be competent to judge nature and liability of a risk and what an amount it should pay. The advantage to a property owner in employing such an agent is in the fact that he is relieved of much trouble and expenses in placing his own insurance, especially should it be a large line. One of the best-known and most popular agencies in this city is that so long and so successfully conducted under the firm name of Wm. A. Simpson & Son, at No. 329 Walnut Street. This agency was originally established thirty years ago. His son, Mr. B. Mitchell Simpson, became associated as a partner in 1861. The senior member of the firm died in 1878, and in 1879 Mr. James G. Donley was admitted to partnership without change in firm name. This firm represents the following first-class companies, viz: The British Associated Company, of Toronto; the City of London, of London; the Boatmen's Fire and Marine, and the Citizens', of Pittsburg, Pa.; and the Washington, of Cincinnati. They also transact a general brokerage business in fire, life and marine insurance, and are prepared to effect insurance in any company desired, at the lowest rates compatible with security, guaranteeing a prompt and liberal adjustment of all losses. They have a large and influential patronage in city and country, and are highly esteemed by all classes of property holders for their ability, energy and integrity. Mr. Simpson has been connected with this house for a period of thirty years, and is recognized as a reliable authority upon all matters pertaining to insurance; is a director of the Jefferson Fire Insurance Company, of Philadelphia, and prominent and popular in insurance and business circles. Mr. Donley came into the office in 1873, and both he and Mr. Simpson are native Philadelphians, members of the Tariff and Underwriters' Associations, and gentlemen of large experience and established reputations in business affairs, with whom it is always pleasant and profitable to open business relations.

RM. WILLIAMS, Manufacturer of Ladies', Misses' and Children's Fine Hand Made Shoes, Nos. 206 and 208 Gold Street.—It is generally conceded that no city in the country turns out such excellent fine hand made ladies', misses' and children's shoes as Philadelphia. In this special line of manufacture there are a number of well-known representatives, among them being Mr. R. M. Williams, who has had an extended experience in the business, and the position he has attained in the trade may justly be ascribed to his indefatigable industry and thorough familiarity with the public demand and unswerving devotion to fair and honorable dealing. The business he is now conducting so successfully was originally established in 1877 by Taylor & Wynan with whom he worked as journeyman and foreman for a period of seven years when he succeeded to the control of the establishment. Since that time he has made many improvements and enlarged the facilities and besides the customers left him by his predecessors he has made many new ones by his liberality as a business man, and the production of a high class of goods which meet with a ready sale and are always in demand. The premises utilized for manufacturing purposes consist of two floors, each 40x50 feet in area, at Nos. 206 and 208 Gold Street, which are complete and perfect as regards equipment and furnish steady employment to from fifteen to twenty skilled operatives. A special business is made of measured and stitched work to order and the greatest care and attention is given to all work executed in the establishment and the result is that for beauty of style, excellence of material and superiority of fit and finish and wearing qualities, the goods manufactured by Mr. Williams are unsurpassed in this city or elsewhere. A native of Ireland but for many years a resident of Philadelphia, Mr. Williams, whose future is bright with substantial and increasing success is very popular and influential. He served with distinction during the war and enjoys the esteem and regard of a wide circle of acquaintances.

JOSEPH S. HAGAN, Real Estate and Insurance Broker, No. 592 Walnut Street and No. 241 North Third Street.—The leading field of financial investment in Philadelphia is unquestionably city and suburb in real estate, and in no way can large or small sums of money be better applied to secure sure and productive returns. Prominent among those who have taken an active part in promoting the best interests of the city in this respect, and who have built up a widespread connection with property owners and the public, is Mr. Joseph S. Hagan, notary public and real estate and insurance broker, of Nos. 592 Walnut and 241 North Third Streets. Mr. Hagan has had many years' experience in real estate and insurance matters, although he has only been in business on his own account since 1887. He occupies eligibly located offices, and his facilities for transacting business are of a strictly first-class character. He buys, sells, and lets property of every description, collects rents, manages estates and negotiates loans on bonds and mortgages. He also places insurances in the most reliable companies at lowest rates, and, in fact, covers every branch of the business in the most prompt and satisfactory manner. Mr. Hagan is treasurer of the Active Land Association, which consists of members holding shares, each share representing a lot, in building lands located in the Twenty-third ward, within a few squares of Kensington and Lehigh Avenues, and near the route of the proposed elevated railroad. Each lot is sold for \$200, and is paid for in monthly payments of \$5.00. These lots are in an improving neighborhood and form a very desirable investment. Full particulars can be had from Mr. Hagan. He is a native of this city, and a very energetic, progressive business man and enjoys the confidence and esteem of all who know him.

BW. HARPER, Insurance Broker, Room 1, Philadelphia Exchange Building, Third and Walnut Streets.—Few features of modern progress have secured such a stronghold on the popular support as insurance. Like all other progressive and beneficent innovations, the idea of insurance was compelled to pass through all the varied stages of ridicule, argument and experiment before belief in the correctness of its principles was finally established. Among the ablest and most successful exponents of the insurance business in this city is Mr. B. W. Harper, whose office is in room No. 1, on the first floor of the Philadelphia Exchange building, Third and Walnut Streets. This gentleman has been a general insurance broker and agent for the past quarter of a century, and represents all the leading foreign and home fire, marine, accidental, boiler and plate glass insurance companies. He makes a speciality of fire and marine insurance, and on behalf of responsible and substantial insurance corporations issues policies in respect of all risks at the lowest rates compatible with securities. He controls a large and growing business. For one concern alone he secured \$500,000 to \$500,000 in insurance policies and he writes about three-and-a-half million dollars' worth of policies a year for local and foreign companies. This fact of itself furnishes abundant testimony of the confidence reposed in Mr. Harper by the the property owners, mill corporations, merchants and the public generally. He is a native of the city, a gentleman of middle age, of fine business ability and prompt and reliable in all his dealings.

CANDELA MINING & SMELTING CO., Miners and Smelters of Copper Ores, No. 400 Chestnut Street; Thos. Graham, President; T. B. English, Secretary and Treasurer.—The Candela Mining & Smelting Company, miners and smelters of copper ores, was incorporated in 1878, under the laws of Pennsylvania with a paid up capital of \$250,000, and its success has been as substantial, as it is well merited. The company's mines, which are equipped with all modern appliances and machinery, are situated in Coahuila, Mexico. The capacity of the mines is 100 tons of refined copper monthly. The copper produced here is unrivaled for quality and purity, and has no superior in the United States or Europe. The Candela Mining & Smelting Company also ships copper ore. The following gentlemen, who are highly regarded in business circles for their enterprise and just methods, are the officers and directors: Thos. Graham, president; T. B. English, secretary and treasurer. Directors: Thos. Graham, J. Dickinson Seargent, L. Rodman, Richard Wood, J. M. Fox, Thos. H. Butcher, and H. Butcher.

HARVEY FILLEY & SONS, Manufacturers of Silver-Plated Ware, No. 15 South Thirteenth Street.—One of the most attractive and prosperous as well as oldest establishments in the line of business in the city or in the country, is that of Harvey Filley & Sons, manufacturers of silver-plated wares, jewelers and dealers in bronzes, etc. This responsible house was founded as long ago as 1818 by Mr. Harvey Filley, who for many years carried on the business at No. 122 Market Street and conducted it with unbroken prosperity and formed wide spread business connections throughout the United States. In 1864 his sons J. and O. Filley were admitted to an interest in the house and the operations materially increased and extended. The senior Mr. Filley dying some eight years ago, the business has since been under the control of the sons and in January 1888 Mr. James H. Filley admitted his son Wm. H. to the firm. They still continue it under the old firm name and in 1886 removed to the premises now occupied at No. 15 South Thirteenth Street and have since added jewelry and bronze and kindred goods to the stock. The commodious store which presents a front of 20x60 feet, is admirably suited to the business and an extensive assortment of rich, elegant goods is displayed, embracing handsome silver-plated ware in beautiful styles including everything for the appointment of the table, and other articles, and fine jewelry conspicuous for delicate beauty in exquisite designs in accord with the prevailing fashions, and also bronzes, cutlery, etc., and a varied line of useful and ornamental requisites for the household. The goods are all first-class in every respect and the assortment unexcelled. An important invention for housekeepers and which is something new to prevent silver and plated ware from tarnishing, is the unrivalled Anti-Tarnish Finish. Housekeepers can apply this preparation, without injury, to the most delicate article at a small cost and ware treated in this way will keep its lustre, without tarnishing or getting black, and will not wash off and will save much time and labor in cleaning at home. The peculiar finish of the goods renders them absolutely tarnish-proof; hence, wiping occasionally with a soft damp cloth is all the cleaning necessary. Anyone having any articles they want preserved in this way, can drop a postal to this firm and they will send for them. The reputation of the house in its special line of manufacture is well known and the high artistic excellence of the workmanship has given it an enviable reputation in the trade. Both members of the firm are native Philadelphians and are expert practical designers and thorough business men and control a substantial patronage, while the prices that obtain are invariably governed by a sense of moderation for which the house has a thoroughly established reputation.

GEORGE LAYCOCK, Real Estate and Insurance Broker, No. 914 Walnut Street.—The real estate interests of Philadelphia have in recent years attained proportions of such magnitude that they unquestionably represent the most important factor in her financial strength, and have enlisted in their service the highest order of talent, energy and enterprise in the business world. Prominent among the best connected and most enterprising of the houses thus referred to is that of Mr. George Laycock, the well-known real estate and insurance broker, located at No. 914 Walnut Street. This gentleman has had an experience of twenty years in the real estate business, and established his present enterprise in 1866. He makes a leading specialty of Twenty-seventh ward property which he is disposing of on time payments at a bargain. He can be relied upon to give sound and reliable advice to persons seeking profitable investments in real estate, and has always on hand many desirable bargains in both city and suburban property. Every ward in the city is represented upon his books, as well as all classes of property, while property is rented, sold, bought, or exchanged, and conveyancing is done in all its branches. Rents are collected and prompt returns are made; loans are negotiated on bond and mortgage, and the entire management of estates is conducted. Mr. Laycock brings to bear on his business great practical experience coupled with an intimate personal knowledge of the advantages of the residential and business sections of Philadelphia and its suburbs, while his keen appreciation of values, present and prospective, together with a large acquaintance with business men renders his services peculiarly valuable to parties dealing in realties or intending to invest therein. Mr. Laycock is a

Philadelphian by birth, and of integrity in his dealings and business relations, and noted for his sagacity and indomitable energy.

COMMONWEALTH NATIONAL BANK, No. 400 Walnut Street.—Among the old established, ably and honorably conducted financial institutions of Philadelphia is the Commonwealth National Bank. It was duly incorporated in 1857 as the Commonwealth Bank, thus continuing until 1864, when it reorganized under the national banking act. In 1884 its charter was extended under the provisions of the act. It has had an honorable and useful career, reflecting the utmost credit on the conservatism and integrity of the management. Its stock is held by leading capitalists and business men as an investment of the soundest and most remunerative character, while its board of directors is composed of representative and public spirited citizens as follows: Messrs. H. N. Burroughs, president; Samuel Dutton, J. H. Burroughs, Edwin F. Keen, J. Hicks Conrad, T. H. Bechtel, George S. Hensel, George P. Eldredge, and Wm. L. McDowell. Mr. H. N. Burroughs was elected a director in 1868, and was elected president in 1872. He is widely known and highly esteemed as an experienced and able financier, and is a vigorous exponent of the soundest principles governing banking and finance. Mr. Effingham Perot was elected cashier in 1872, and is an able and popular officer, conversant with every detail of banking, who follows the soundest and most conservative methods and faithfully discharges the onerous duties devolving upon him. No bank in the city stands higher in public confidence and none has a more desirable class of patronage both as regards depositors and customers. The bank transacts a general business, receiving the accounts of banks, bankers and merchants on favorable terms, discounting the best class of commercial paper. Collections are made on all points at lowest rates, while the business of correspondents is promptly and accurately attended to. Among its correspondents are the Merchant's Exchange National Bank of New York, and the First National Bank of Chicago. The bank has occupied its present desirable quarters since 1874 and has every facility at command. The management of this old reliable institution has always been thoroughly conservative, and it permanently retains its position among the solid fiscal institutions of the United States.

BARCUS BROS., Manufacturers of Coach Housings, Gig Housings, Bridle Fronts, Etc., No. 333 Arch Street.—The elements of commercial success are seldom found in happier combination than in the case of the house of Barcus Bros., who enjoy a national reputation as extensive manufacturers of coach housings, gig housings, bridle fronts, etc., located at No. 333 Arch Street. This house was originally established in 1866, by Messrs. Frink & Decker, who were succeeded in 1881 by Barcus Bros. & Bean, then by Barcus Bros. & Co., in 1884, and in 1885 the firm of Barcus Bros., assumed control, consisting of Messrs. John A., George W. and Chas. L. Barcus. In 1886 two of the brothers retired, leaving Chas. L. Barcus as sole proprietor, continuing the business without change in firm name. The premises occupied for manufacturing and trade purposes comprise two floors, 30x125 feet each, finely fitted up with new and improved machinery, operated by steam power, and steady employment is given to a force of seventeen hands. The range of manufacture embraces pad housings, bridle fronts and general coach housings. The house long ago secured the recognition and patronage of the best class of trade throughout the United States, and, once introduced into any section, its housings, bridle fronts, etc., and other specialties rapidly enlarged their sales strictly on their merits. The substantial inducements offered by the proprietor, both as to quality and price, have also had their natural result, and the name of Barcus has become known far and near as the synonym for reliable goods, honorable dealing and low prices. Mr. Barcus is a recognized authority upon everything appertaining to his branch of trade; quality has ever been his first consideration, and his personal attention is given to the selection of all materials for the purposes of manufacture and all processes employed, thus insuring greater efficiency and durability in the output. Mr. Barcus is a native of Philadelphia, and is a true type of the enterprising, progressive manufacturer, to whom is so largely due the renewed spirit of capacity and ability, which permanently retains to this city its due share of national trade supremacy.

LAPP DRUG COMPANY, Manufacturing and Jobbing Druggists, No. 208 Market Street.—One of the oldest established and leading representative concerns engaged in the manufacturing and wholesale drug trade is the Lapp Drug Company of Philadelphia. The business was established in 1845 by Messrs. William Wilson & Co., Mr. Lapp being the junior partner. The house early achieved an enviable reputation for the superiority of its preparations, and the purity and freshness of its drugs and chemicals, and its business expanded at a rapid ratio, with influential relations all over the world. On July 11th, 1887, the important interests were capitalized, and the Lapp Drug Co., of Philadelphia, organized with a cash capital of \$50,000, with the following board of directors: Messrs. Amos Hassell, president; L. Hassell Lapp, general manager; George G. Green, P. C. Hollis, William H. Hollis, Wilmot Hassell, and Dr. William A. Piper. Representative, able and energetic, under the guidance of the board, the company is making rapid progress, and has one of the most complete laboratories and drug warehouses in the United States. Messrs. Hassell and Lapp are recognized pharmaceutical authorities and leading manufacturing chemists. Mr. George G. Green is deservedly celebrated as the proprietor of several of the most valuable medicines ever introduced to the public. Mr. Hollis is a prominent Philadelphia capitalist, and president of the National Bank of Commerce. Mr. William H. Hollis is a well-known and able member of the Bar, while Mr. Wilmot Hassell is a practical druggist of the highest standing. The company occupies a most centrally located five-story and basement building, 20x125 feet in dimensions, and completely fitted up with every convenience and appliance at command. The first floor is the salesroom and where a very comprehensive stock of pure drugs and chemicals, essential oils, etc., and of its own preparations is carried. Its laboratory is a model one, in which the most thorough system of organization is enforced, and where an average of forty to fifty hands are employed in the manufacture of such staple and famous remedies as Wright's tonic mixture for fever and ague; Lapp's ague pills; Hassell's easy to take worm syrup; Lapp's famous silver cleaner; Durham horse and cattle powder; Bennett's embrocation, etc., etc. The firm are exclusive agents for Hansen's rennet tablets; Lincoln lithia water, and the popular Milwaukee malt extract; while they are direct importers of the pure and famous Tol. U. Borthens Norway cod liver oil. The above goods are all of the highest standing on their merits, both with the trade and profession, and have a consumption vast in extent. The company ever maintains the same high standard of excellence, and quotes the lowest possible prices to the trade, while these remedies and specifics being of such universal use, they are the very best goods for druggists and general merchants to handle.

JOHAN T. WINDRIM, Architect, No. 132 South Third Street.—Prominent among the progressive and reliable architects of the city, is Mr. John T. Windrim. This business was established twenty-six years ago by Mr. J. H. Windrim, who is now architect of the Treasury Department of the United States, having just been appointed by President Harrison. Mr. J. H. Windrim is one of the ablest architects in America, and for many years had charge of the architectural department of the Pennsylvania Railroad between Philadelphia and Pittsburg. He designed and built the following first-class buildings in this city, viz: Masonic Temple, Western Savings Fund Society, Bank of Northern Liberties, Lafayette Hotel, Philadelphia Trust Company's, Peoples' National Bank, National Safe Deposit Company, Hood, Bonbright & Co., Girard Building in Market Street; Fleming Building, Washington Street; Soldiers' and Sailors' Home, Erie, Pa.; Municipal Building, Philadelphia; Pennsylvania Railroad Depot and Shops, Pittsburg; Altoona Masonic Temple; Pratt Institute, New York, and many others. These buildings are greatly admired by experts for their stability and elegance, while the elaboration of detail and care bestowed upon every department of the work, reflects the greatest credit upon his honorable and able methods. Mr. John H. Windrim is a native of Philadelphia, and is a popular member of the Philadelphia Chapter of the American Institute of Architects. This extensive business is now controlled by Mr. John T. Windrim, who has been thoroughly trained by his father in all details of the profession, and is highly esteemed in

professional circles for his ability and energy. He has made a careful study of the interior requirements as well as of the exterior, his computations are always accurate, his plans homogenous and practical, while his style of architecture is pure and symmetrical. He undertakes promptly the designing of all kinds of buildings and no more responsible and talented architect can be found in the ranks of the profession.

ESTEY, BRUCE & CO., Pianos and Organs, No. 18 N. Seventh Street.—Few names are so widely known and honored in the musical world as that of Estey. The organs and pianos bearing that name are deservedly popular everywhere. Messrs. Estey, Bruce & Co., of No. 18 North Seventh Street, are the agents for these incomparable instruments throughout Pennsylvania, Delaware and the western portion of New Jersey. The business was originally established here thirty years ago, by E. M. Bruce, the present firm style being adopted in 1885. The establishment occupied by this firm as a musical emporium is one of the attractive features of this busy thoroughfare: four stories high, 25 by 100 feet in dimensions, and ornamented by a handsome clock that points the way to the Estey headquarters. Here is displayed the finest assortment of pianos and organs to be found in the city, Estey organs and pianos being handled exclusively. The business is conducted at both wholesale and retail, and forms an important factor in the mercantile activity of this great commercial centre. The Estey organs are too well known to require any words of commendation in these pages. Their success and popularity has been unmistakable, decisive and pronounced the world over. The Estey pianos now but repeating the triumphs won years ago by the Estey organ. The methods of manufacture in vogue with the Estey Piano Company are the most advanced, while many novel and valuable improvements have been introduced, prominent among which is the new patent repeating action. The piano is steadily growing in public favor as its merits become better known, and it is justly claimed as ranking second to none in America. It possesses all the excellencies claimed for other pianos, besides many that are peculiarly its own, while it is especially remarkable for volume, purity and sweetness of tone, delicate and even touch, light and responsive action, and for durability of construction, handsome appearance, and elegant and artistic finish. Those engaged in their manufacture are experienced masters of their art, from the president of the company, Hon. Jacob Estey, of Brattleboro, Vt., down to the tuner and finisher, all of which results in superior excellence and the most gratifying results. The Estey pianos, as well as the Estey organs, are sold very low for cash or on easy monthly payments, and the demands of all classes of purchasers are readily met by this enterprising firm. Mr. Bruce, the resident partner, is a Vermonter by birth.

HENRY SARTAIN, Mezzotint & Line Plate Printing, Office No. 262 South Ninth Street.—The mezzotint and line plate printing establishment of Mr. Henry Sartain, located at No. 262 South Ninth Street, is the oldest of its kind, not only in the city of Philadelphia, but in the entire country. It was founded by the present proprietor's father, Mr. John Sartain, in 1853, who conducted the enterprise alone until 1859, when he formed a partnership under the firm style of Sartain & Irwin. In 1863 the present proprietor succeeded to the business, which, since 1864 has been conducted at its present location. The premises occupied comprise two floors, one of which is 20x20, and the other 20x150 feet in dimensions. The mechanical equipments of this establishment are most perfect, and nothing is lacking to secure the production of the finest class of work known to the trade, while from ten to twenty expert hands are employed in the business. Mr. Sartain was born and reared in the business and there is no more experienced or accomplished artist in his line in the country. His enterprise and business tact have been the means, since he succeeded to the direction of the business, in securing a great increase of patronage. He is courteous and painstaking in the management of his concern, and the printing executed here is of a high-class character, the proprietor justly taking pride in seeing that all the products of his establishment are of a character that will withstand the closest criticism. Both in commercial and social circles he is widely known and highly esteemed for his many excellent qualities.

CHARLES P. PERRY, Oils, Paints and Naval Stores, No. 16 North Delaware Avenue.—One of the oldest and best known mercantile houses in Philadelphia is that of Mr. Charles P. Perry, the dealer in oils, paints and naval stores of No. 16 North Delaware Avenue. A review of the business interests of the city would be incomplete without mention of this establishment.



For thirty years this business has been conducted under the same firm name and at the same location, and it has gained a flourishing and still increasing trade and a reputation second to no house in its line in the city. A very large stock is always carried, and will be found to include everything in the way of oils, paints and naval stores at prices as low as those of any house in the country. Mr. Perry's trade is both wholesale and retail, and extends throughout Pennsylvania, Delaware and New Jersey. A large business is done in general vessel and ship out-fitting. The store occupied is 20x80 feet in dimensions. Mr. Perry is a native of Bridgton, N. J., but was brought up in Montgomery County, Pennsylvania, where in 1830

he started in business as a painter and paper hanger. Thirty years ago he removed to Philadelphia and established his present business. He is one of the oldest merchants in Philadelphia, and is highly regarded both in business and social circles.

LANDIS & CO., Wholesale Dealers in Wood and Willow Ware, Carpets, Oil Cloths, Etc., Nos. 420 Market and 415 Merchant Streets.—A representative and progressive house in the city of Philadelphia, extensively engaged in the wholesale wood and willow ware trade is that of Messrs. Landis & Co., Nos. 420 Market and 415 Merchant Streets. This business was established twenty-eight years ago by Graybill & Co., who were succeeded in 1881 by the present firm, the co-partners Messrs. Samuel E. and Calton L. Landis, and Samuel L. Gabel, special partner. The managing partners have had great experience, and possess an accurate knowledge of every detail of the wood and willow trade, and the requirements of jobbers, dealers and the general public. The premises occupied comprise a spacious five-story building 25x125 feet in area, fully equipped with every appliance and convenience for the accommodation and display of the immense stock. Messrs. Landis & Co., keep constantly on hand full lines of wood and willow ware, carpets, oil cloths, ropes, twine, cotton bats, brushes, baskets, brooms, etc. They handle only the best and most desirable goods, and quote prices very difficult to be secured elsewhere in this country. The firm employs twenty clerks, assistants, etc., in the warehouse, and thirteen traveling salesmen on the road. Messrs. Landis & Co., promptly and carefully fill all orders, their trade now extends throughout the entire United States, while all goods are fully warranted to be exactly as represented. Mr. Samuel E. Landis is a native of Boyertown, Pa., while Mr. Calton L. Landis was born in Juniata County, Pa. They are liberal, enterprising and honorable business men, and are meeting with a well merited success.

CHAS. A. BICKEL, Manufacturer of Canes, Crutches and Whips, No. 30 North Sixth Street.—The oldest establishment devoted to the manufacture of canes, crutches and whips in this city is the widely known concern of Chas. A. Bickel, No. 30 North Sixth Street, whose productions are in extensive and growing demand in the trade throughout the country, owing to their general excellence. The work turned out here is of a very superior character, and for beauty of design, elegance of finish, and all features of merit sought to be attained in such articles is not surpassed by anything of the kind produced in Philadelphia. This prosperous business was established in 1856 by August Bickel, who in 1871 admitted into partnership his son Charles, (the present proprietor), and under the firm name of A. Bickel & Son, it was conducted up to 1886, when the senior member retired and the son assumed sole control. The factory and salesroom occupy

two spacious floors, and seven expert hands are employed, special attention being given to the manufacture of gold and silver headed canes and crutches for presentation. An extensive and superb assortment of canes, in unique designs and exquisite workmanship, is constantly kept in stock; also crutches and whips, and the trade of the establishment, which is both wholesale and retail, is at once large and active, extending to all parts of the United States. Mr. Bickel, who is a gentleman of middle age and a native of this city, is a man of thorough experience in this line, as well as skill and enterprise, and has a complete knowledge of the business in all its details.

I. G. KOHLER, German Publisher, Bookseller, Importer and Bookbinder, No. 911 Arch Street.—The German publishing house of Mr. Ignatius Kohler, located at No. 911 Arch Street, is one of Philadelphia's oldest business landmarks, surrounded by pleasant historic associations. It was opened by Mr. Kohler in 1843, and has been conducted by him through all these forty odd years with patient perseverance, studious care and annually increasing success. It has long been the chief source of supply in this city for German publications of every description, including text-books, standard works of prose and poetry; medical, scientific and agricultural works; church and theological literature; illustrated magazines and books in fine bindings; art publications, novels and song books, and the latest German newspapers and periodicals; also for photographs of ancient and modern masters, fine photograph albums and portfolios, stationary and holiday goods. To every stranger it is from its literary attractiveness a place not to be overlooked, while the German population of the city make it their chief rendezvous. To drop into Kohler's for a chat, a glimpse of the last new book or magazine, and an interchange of good fellowship is with them a daily duty. It is a popular shopping place for the ladies, who patronize its works of art, its department for church literature, and its society news. It is never without the last "new thing" in German literature, and is prepared to supply schools, town libraries and clubs with books in any number desired and at the shortest possible notice. The terms and prices which prevail will be found eminently fair and reasonable, and orders are received for bookbinding. Mr. Kohler is a German by birth and has resided in Philadelphia for full half a century. He is known and honored in both German and American society for his broad culture, wide reading and ready wit, and has richly deserved the popularity he now enjoys in both social and business life.

LOUIS MIDDLETON, Conveyancer, Real Estate and Fire Insurance Broker, Offices No. 731 Walnut Street, and No. 805 North Tenth Street.—The handling and transferring of realty and the placing of risks on property constitutes as it goes without saying, a branch of business of peculiar importance in every centre of industry, commerce, and trade. And it may be observed, also, that it is a sphere of usefulness that occupies the attention of some of the most solid and sagacious citizens in every community. Among such in this city few are better known or enjoy a larger share of public favor than Louis Middleton, the popular and responsible conveyancer, real estate and insurance broker. Mr. Middleton, who is a man in the prime of life, and a Philadelphian by birth, is a gentleman of the highest personal integrity, as well as energy and experience, and is an active member of the Real Estate Exchange, and also of several social orders and clubs. He has been in business since 1876, and from the first his career has been marked by steady progress, building up a highly gratifying connection. Mr. Middleton conducts a general real estate and fire insurance brokerage business, buying and selling city and suburban property of every description, and gives personal attention also to the collection of rents and interest, and the management of estates; loans are negotiated likewise—money being obtained and carefully invested in mortgages and ground rents—while risks on real estate, household goods and merchandise are placed with the most reliable companies, at the lowest rates consistent with absolute security, and conveyancing in all its details accurately executed; in short everything appertaining to the purchase, sale, transfer, and care of realty, with its kindred interests, is judiciously and reliably attended to.

ANTONIO ROIG & LANGSDORF, (Limited) Manufacturers of Havana Cigars, Store, No. 641 Arch Street, Factory Nos. 317, 319 and 321 North Seventh Street.—As a national purchasing point for all staple and specially high grade goods, Philadelphia is unquestionably the best on the continent. This is very forcibly illustrated in the important line of fine Havana cigars as manufactured by the famous corporation of Antonio Roig & Langsdorf (limited). These gentlemen's names are veritable trade marks, linked with the very choicest cigars known to any trade. Mr. Antonio Roig, the president of the company, was born on the island of Cuba, where he practically learned every detail of the cigar manufacturing industry and became an expert judge of the choicest growths of *vuelta abajos* and other desirable growths of tobacco used in Havana. Twenty-five years ago he settled in Philadelphia, and here in 1871 began to manufacture the highest class of pure Havana cigars. From the start his product met with a most favorable reception from the trade and the public necessitating repeated enlargement of facilities. In 1886 Mr. Isidore Langsdorf, a widely and favorably known citizen and business man of Philadelphia, came into co-partnership, other important interests involved were duly capitalized, and the present company of Antonio Roig & Langsdorf (limited) organized with ample resources at command, and the equally important factors of vast practical experience, sound judgment and most influential connections. Mr. Langsdorf is the secretary and treasurer. The company's factory was for several years located at Nos. 641 Arch and 107 and 109 North Seventh street, but the steady growth of trade, necessitated enlarged capacity, and in June, 1889, the company removed to their present stand, a grand four-story building equipped throughout, and where three hundred hands are employed, of which, two hundred are the most skillful cigar makers to be found in Havana. The company's cigars are all hand made in the most careful cleanly manner and their famous special brand of "La Flor Especial," is without exception the most popular of any in fine American trade. The company is direct importer of the best growths of Havana leaf tobacco, also of Sumatra leaf for wrappers. The company allows no inferior leaf tobaccos in its factory, neither any but the most skillful cigar makers, and under vigilant supervision, the result is the perfect cigar, one that leading and all lovers of the fragrant leaf dearly enjoy, and always call for. It is thus a most judicious thing for cigar dealers, hotels, restaurants and jobbers to always have the "Roig & Langsdorf" cigars in stock.

EDWARD J. DURBAN, Fire Insurance Agent, No. 403 Walnut Street.—Insurance is undoubtedly the right arm and main support of all business enterprises, and as such it merits special recognition in this work. The insurance agent occupies an important position in the profession. He acts as the agent both of the company or companies he represents and of the property owner who employs him to place his insurance. He must necessarily be a thoroughly posted insurance man, competent to judge the nature and liability of a risk and judge what an amount it should pay. The advantage to a property owner in employing such an agent is in the fact that he is relieved of much trouble and expense in placing his own insurance, especially should it be a large line. Among the best known and most experienced insurance agents in Philadelphia is Mr. Edward J. Durban, of No. 403 Walnut Street. This gentleman has been identified with the fire insurance business for a period of eighteen years, and in 1888 became the agent for the Etna Insurance Company, of Hartford, Conn., and opened his present office. He also represents the Commerce of Albany, N. Y.; the Farmers' of York, Pa., and the Union, of Pittsburg. He is the authorized agent and attorney for the Etna in the state of Pennsylvania, and is prepared to effect insurance at the lowest rates compatible with security, distributing the same in the most judicious manner, and guaranteeing the prompt and liberal adjustment of all losses. The Etna is the largest insurance company in the United States, having a cash capital of \$4,000,000.00, a net surplus of \$3,006,514.91, and total assets of \$9,780,751.63. It has been represented in Philadelphia for over fifty years, and many of our largest property owners can testify to the just and equitable manner in which their interests have been subserved by this great corporation. Mr. Durban is a native of Philadelphia, a member of the Manufacturers' Club and of the Board of

Underwriters, a director of various manufacturing companies, and of high repute and standing in commercial, and trade circles.

HENSEL, COLLADAY COMPANY, Manufacturers and Importers of Ladies Dress Trimmings, Nos. 35, 47, 49 and 51, North Seventh Street, New York Office, 386 Broadway.—This representative corporation is the successor to the old house of Messrs. Hensel, Colladay & Co., and was duly organized under the laws of Pennsylvania about eighteen months ago. The immense business controlled here was originally founded in 1830 by Henry W. Hensel, and who early achieved an enviable reputation for the superiority of his product. He was succeeded by the firm of Wolf & Co., and they by the previously mentioned firm of Hensel, Colladay & Co. The present company has a capital of \$200,000 and is in every respect the most thoroughly equipped concern of the kind in the country. The president, is George S. Hensel; secretary, S. B. Colladay, and treasurer, W. F. Draper, merchants long and favorably known in leading commercial and financial circles, and who bring to bear vast practical experience, marked executive capacity and great energy of character. The manager of the various departments of the business are Messrs. Thomas Adams and E. L. Mullen, gentlemen of practical experience in dress trimmings, designing and manufacturing, and who enforce a thorough system of organization. The company own the immense building (five floors of which they occupy) and which is one of the largest and finest for commercial purposes in the city. It is 80x100 feet in dimensions and is very handsomely furnished. Here is carried the largest and most desirable stock in the United States of both imported dress trimmings and those of the company's own manufacture. The departments include those devoted to gimps, cords, tassels, dress ornaments, plush balls, undertakers' trimmings, lambrequins, Persian bands, etc. The officers and managers of the company are renowned for their superior skill and excellent taste and good judgment in the designs, patterns, novelties, etc., of all goods of their manufacture, and from 500 to 1000 hands are employed according to the season in the building and outside on special lines of work. All the richest and most attractive novelties are imported direct from Berlin, Paris, London, etc., and the company's laudable ambition to excel is generally recognized. They sell to the best trade of the United States, having a large branch warehouse at No. 36 Broadway, New York, with branches also in Boston and Chicago.

SHUSTER BROS., Artistic Tailoring, No. 221 South Ninth Street.—In the different industries of Philadelphia the merchant tailoring business must be considered one of the most significant branches. In connection with this special trade we desire to call attention to the Shuster Bros., who are young men possessing abilities of the highest order, and exquisite taste and judgment in all that pertains to elegance in gentlemen's wearing apparel, and who as designers, cutters and fashioners of coats of all kinds, trousers, vests, etc., are not excelled. They have had a valuable experience in the business, and Mr. H. W. Shuster, the head of the firm, was for a period of seven years one of the accomplished cutters in the house of John Wanamaker, while his brother and co-partner, Mr. A. J. Shuster, has been identified with the trade upwards of ten years. Their well appointed establishment at No. 221 South Ninth Street is 26x69 feet in size, and is not only commodious and tastefully fitted up, but contains a superior assortment of the finest goods imported direct from Europe and of home production, from which the most fastidious or critical need find no difficulty in making a selection, while in fit and workmanship the best satisfaction is guaranteed and given. The patronage is steadily growing and becoming widely extended, which bespeaks in the strongest terms the public appreciation of the skill and ability of the firm, whose splendid workmanship and superior artistic coloring and sedulous attention to business and the demands of the customers have given the establishment a high degree of popularity. Mr. A. W. Shuster, who was born in Lancaster Co., this state, but has lived in Philadelphia since childhood, while Mr. A. J. Shuster was born in this city. They have acquired well deserved reputations as artists in their business. Moderation in prices is a feature of the establishment, and the high, personal character of the firm is a sufficient assurance of the reliable manner orders are fulfilled.

THOS. THOMPSON, SONS & CO., Manufacturers and Importers of Upholstery Goods, Cabinet Hardware and Railroad Car Supplies, No. 242 South Second Street.—The leading wholesale dealers, importers and manufacturers of upholstery goods, cabinet hardware, etc., are Messrs. Thos. Thompson, Sons & Co. This is the oldest house in this line in the United States or in fact in the whole country, it being the first to engage in the importation and manufacture of these articles. Its inception dates back to 1837, when it was founded by the late Mr. Thomas Thompson who early became noted for the select desirable character of his importations of fine upholstery goods. He subsequently took his brother into co-partnership under the style of Thos. & Lewis Thompson. They subsequently dissolved, Mr. Thos. Thompson continuing the business and subsequently forming the firm of Thos. Thompson, Sons & Co., Mr. Washington Nicholson being a partner. The lamented decease of Mr. Thomas Thompson occurred in 1880, and he was followed to the grave the next year by Mr. Nicholson, leaving Messrs. Thomas M., and Lewis A. Thompson, sole proprietors, and who have since ably and successfully carried on the business, retaining the old and honored name and style. They bring to bear the widest range of practical experience coupled with perfected facilities and influential connections, and have always on hand the most extensive and desirable stock of upholstery goods in town. They built their present fine warehouse in 1872, the business having its inception on Dock Street, removing thence to next door to the present stand, No. 242 South Second Street. The premises are five stories in height, 25x125 feet in dimensions and handsomely fitted up. Here they carry the choicest imported silk plushes, raw silks, tapestries, velours, art fabrics, cretonnes, etc., also full lines of trimmings, fringes, gimps, etc., etc. An important department is that devoted to cabinet hardware of best brands, while another has everything in the line of railroad car supplies, including the strongest and most elastic car seat springs yet made and which are manufactured by the firm upon an extensive scale. The firm number among their customers leading jobbers and furniture houses, upholsters, car works, etc., selling all over the middle states and south, while New York city trade has grown to be a prominent specialty. Mr. Thomas M. Thompson has been in the firm for thirty years past. He may be said to have been raised in the business, and is a recognized leading practical authority therein. He is the president of the Furniture Board of Trade, ably discharging the duties thus devolving upon him, is a member of the Union League, and is a public spirited citizen, who has ever given a hearty support to all measures best calculated to advance the city's welfare. He is also a member of the city council, and chairman of the committee on finance, and has devoted his best efforts to guiding the policy and methods of municipal government on the lines of honest administration of reform. Mr. Lewis A. Thompson is likewise a native of Philadelphia, who has had twenty-four years experience in this branch of business, and devotes close personal attention to the wants of the trade. He is a member of the Union League, and an influential, respected citizen. The house is nationally celebrated in its line, and is unquestionably the most able, enterprising and well equipped exponent in its line on the continent.

EDWARD H. CLOUD, Conveyancer and Real Estate Broker, Attorney-at-Law, Southeast Corner Sixth and Walnut Streets.—One of the most responsible and popular real estate brokers in this city is Mr. Edward H. Cloud, whose office is eligibly situated at the southeast corner of Sixth and Walnut streets. None in the business sustains a higher reputation, and few enjoy a larger share of public favor and confidence. He has been established as an attorney-at-law, conveyancer and real estate broker since 1870, making a leading specialty of handling improved city property on commission, dwellings, building lots, stores and other forms of property are bought, sold and exchanged, rents are collected, conveyances and all kinds of legal instruments are drawn up, titles are examined, estates are managed for absent owners, and unsurpassed facilities are possessed for the prompt negotiation of loans on bond and mortgage. Investments are desirably placed, and Mr. Cloud is accounted among the best judges of the present and prospective values of improved city property in the business. He numbers among his clientele many of the wealthiest citizens and largest property owners in the city, and

has carried through to a successful issue many heavy and important transactions. His services are in constant requisition in a professional capacity as an agent and expert, and are always rendered with promptitude and conscientious fidelity to the best interests of his clients. Mr. Cloud is a native Philadelphian, and a young man of the highest social, professional and business standing. He was one of the founders of the Real Estate Title Insurance and Trust Company, of this city, and has won success in his business by honestly deserving it.

GEO. RUNGE & CO., Importers and Commission Merchants, No. 28 Bank Street.—The wholesale trade in dry goods and woolens has several accessory branches, quite as essential and important in their way, and prominent among the number is the trade in buttons, braids and tailors' trimmings, so well represented in this city by the old established house of Geo. Runge & Co., the well-known importers and commission merchants, at No. 28 Bank Street. This house was originally established in 1854, by Messrs. Runge & Schwietering, who were succeeded by Messrs. Geo. Runge and H. T. Plate in 1862, under the name of Geo. Runge & Co. In 1882 Mr. Runge died, since which time Mr. Plate has continued the business as sole proprietor without change of firm name. The premises occupied for trade purposes comprise three floors, 25x100 feet each, where is always displayed a complete assortment of every pattern, texture, width and shade, including braids and trimmings for tailors and various supplies for manufacturers of a kindred character. Mr. Plate has made a special study of the trade in tailors' trimmings and is a recognized authority in the market, handling all the staple products and freshest novelties of European manufactories. He makes a specialty of fine goods and first class fancy trimmings, and handles important lines of the above goods on commission, offering inducements of the most substantial character both to jobbers and retailers. His trade is large and influential throughout Pennsylvania, New Jersey, Maryland and the south, and he has ever retained the confidence of our leading commercial circles. The characteristics which regulate the business policy of this house are such as entitle it to general respect and consideration, while the close attention devoted to the filling of orders is characteristic of the establishment and serves to steadily enlarge the trade, both from city and country. Mr. Plate is an expert and reliable merchant who has won a measure of popularity, confidence and respect in trade circles second to none in the trade.

DURYEAS' Starch and Improved Corn Starch, and Diamond Sugar Works; Sugar, Syrup and Glucose, Glen Cove Manufacturing Co., No. 21 South Front Street.—The Glen Cove Manufacturing Company and Duryeas' starch and improved corn starch enjoy a national reputation and a trade co-extensive with the limits of the entire country. They are represented in Philadelphia by Mr. J. K. Elwell, who occupies eligible salesrooms at No. 21 South Front Street, and who has been established in the business here since 1881. He has the exclusive sale of these goods throughout the state of Pennsylvania, and is prepared to fill the largest orders for the celebrated Duryeas' starch, corn starch, as well as sugar, syrup and glucose, at the shortest notice. The manufacturers employ at their factory from six hundred to one thousand hands, and their output is one of colossal magnitude and importance. They have been engaged in the industry for a period of thirty years, and their products have become so universally popular as to practically supplant all similar goods in many of the leading markets of the country. The characteristics which regulate the business policy of this great manufacturing concern are such as entitle it to every consideration, while the extent of its trade has made it the most prominent one in its line in the Union, while the inducements offered to customers are of the most substantial character. The manager in this city brings to bear the widest range of practical experience, coupled with an intimate knowledge of the wants and requirements of the trade, and is eminently popular and successful in meeting all its demands. The call upon his resources is such as to necessitate the carrying of an immense stock, to the end that no delay may be experienced in the filling of orders, while the quality and character of the products handled commend them to the confidence and patronage of the most critical and discriminating of buyers.

THE ACCIDENT INSURANCE COMPANY of North America, F. B. Rhoads, State Agent Office, No. 430 Walnut Street.—At the present day insurance against accidents is becoming universal. Any person whether he be walking, riding, driving, boating, or traveling by land or water, or in any of the usual avocations of life is liable at any moment to unforeseen disaster. In fact accident insurance is to yourself, what life insurance is to your successor, while at the same time it costs very much less than life insurance, and with many particulars is more within the reach of the million. In connection with these remarks, special reference is made in this commercial review of Philadelphia, to the representative and reliable Accident Insurance Company of North America, whose office is located at No. 430 Walnut Street. This progressive company was incorporated in 1872, and now has a paid up capital of \$12,000,000. Its career has been a very successful one, highly creditable to the conservative methods and prudence of its management. Whether men travel much or not is almost indifferent, as it will be usually found that when the man who is not used to traveling, does travel, his chances of accident are greater than those of the experienced traveler. Besides, there are numerous channels for accidents apart from those of mere travel; accidents await and befall man every day, in ways too numerous to indicate in this short circular; suffice it to say, that accident insurance should, when fully understood and appreciated, commend itself to every cautious man. The great amount of benefit to be derived in proportion of the trifling charge, renders it a provision that should be availed of by all. Policies are granted against accidents causing bodily injury or loss of life; for the payment of a stipulated sum per week, from \$5 to \$25, for disabling injury; or the payment of the principal sum insured, from \$250 to \$5,000, if the injury cause death within three months. It is not necessary that the insured should be killed outright in order to entitle his friends to the benefit of the policy. Should he die from the direct causes of the accident, within three months after the occurrence of the accident, his policy will be good for the full amount insured, less such sums as may have been paid him in the meantime, as weekly allowances. The following advantages have been recently added, making the policies of this company the most complete and protective extant:— Payment of the full face of the policy, in case of the loss by accident of two limbs or the sight of both eyes. Payment of one-third of the face of the policy in case of the loss by accident of one complete limb, (arm or leg). The Accident Insurance Company of North America is noted for its reliability and liberality, proof of which is that it has paid over 18,200 losses for upwards of \$570,000. It has now ample resources and has made all requisite deposits with the insurance departments of the United States and Canada. The chief executive officers of the company are the Hon. James Ferrier, president, senator, and chairman Grand Trunk Railway, and Edward Rawlings, managing director. Mr. F. B. Rhoads, the manager of the Philadelphia office, has control of the company's business in Pennsylvania, New Jersey and Delaware. He is highly regarded by the community for his promptness and integrity, and has had charge of this branch for the last eight years. The conditions of the company's policies are broad and liberal, and injuries received in the attempt to save human life are fully covered. The company's head office is in Montreal, Canada, and the following are its references in Philadelphia: Benjamin B. Comegys, president Philadelphia National Bank; J. Livingston Erringer, president Philadelphia Trust and Safe Deposit Company; Alfred M. Collins, A. M. Collins, Sons & Co.; John C. Sims, Jr., secretary Pennsylvania R. R. Company; C. Hartshorne, vice-president Lehigh Valley R. R.; G. R. W. Armes, treasurer Shenandoah Valley R. R.

P. KRUPP & SONS, Shoe Manufacturers, No. 223 North Third Street.—Few if any departments of industrial activities have attained greater perfection in this city than that of the manufacture of fine boots and shoes. The competition has been great, but those engaged in the industry have been equal to all emergencies and the result is that a class of goods is produced not excelled by any others in the country. Among those prominently engaged in this special line of manufacture we find the firm of P. Krupp & Sons who are all practical men of experience and although only established about three years have secured a good substantial permanent trade in this city and

through the states of Pennsylvania, New Jersey and Delaware by being fair and liberal in their dealings and supplying a fine of goods which for superiority of material and high standard character of workmanship are not surpassed. Their method of doing business at once brought the firm into prominence and as a consequence the goods produced are always in demand among the best class of dealers. The firm was formerly located at No. 318 Cherry Street, but were compelled in February last to seek larger and more commodious quarters to meet the growing demands of the trade and secured the premises now occupied at No. 223 North Third Street, which consists of the whole of the third floor of a large building having dimensions of 29x100 feet. The equipment is of the very best character and a force of skilled workmen are kept constantly engaged. The firm manufacture a general line of fine and medium grade boots, shoes and gaiters for men, youths and boys, and ladies, misses, and children in all the new popular prevailing styles and can quote prices that cannot be otherwise than satisfactory. Mr. P. Krupp and his sons and co-partners Mr. E. and R. Krupp are all natives of Germany. They have been in this country and in Philadelphia many years and as successful manufacturers their standing is of the very best.

B. BRIEAN & GODWIN, Architects and Engineers, No. 113 Filbert Street.—This firm are deservedly prominent both as general architects and mill engineers and have been established in practice here since 1886. Mr. Josiah S. Briean has charge of the architect work of the firm, while Mr. Harold Godwin is a civil, mechanical and mining engineer of large experience and high reputation, and makes a specialty of designing mill buildings and the putting in of manufacturing plants. The latter gentleman is a graduate of the Polytechnic College of Philadelphia, and among the important commissions executed by him may be mentioned, Geo. Richards', machine works; A. H. English's carriage factory, J. B. Van Seiver & Co's, furniture factory and many other mills in the city and vicinity. The firm have designed the plans for and superintended the erection of many of the handsomest residences in the city and suburbs, while samples of their taste and skill are scattered throughout Pennsylvania, New Jersey, Delaware and many other states of the union. They make the same careful study of the interior requirements as of exteriors, while their computations are accurate, their plans thoroughly homogeneous and practical, and the style of architecture pure, chaste and symmetrical. The aim of the firm is to secure to the owner the best results within the limits of estimates, and their close adherence to specifications and careful supervision of builders, point them out as architects of the highest professional attainments. Messrs. Briean & Godwin are both natives of Delaware, residents of this city for the past ten years and gentlemen of the highest social and business standing whose future is bright with the promise of a long career of usefulness and prosperity.

C. H. COLES-WORTHY, Manufacturer of Brass Edged and Zinc Boot and Shoe Patterns of all kinds, No. 219 Arch Street.—As an example of what energy and enterprise, when intelligently directed, can accomplish for men in business life, it is interesting to note the career of Mr. C. H. Colesworthy manufacturer of brass edged and zinc boot and shoe patterns of all kinds, whose ably conducted establishment is located at No. 219 Arch Street. Being a man of push and foresight, as well as skill and ambition, he determined in 1853 to engage in business on his own account. The result has proven eminently satisfactory, for, from the inception of his enterprise, his career has been a record of steady progress, and to-day he maintains a pre-eminent position in this branch of trade in Philadelphia. The premises occupied are ample and commodious, and a force of skilled and expert workmen are employed in manufacturing all kinds of patterns in metal used in the cutting of uppers and soles of shoes. The best and latest mechanical appliances appertaining to the trade are in use here, and the establishment is excellently equipped for meeting all orders promptly and satisfactorily. The products of this prosperous house are in great demand everywhere among shoemakers, owing to their general uniform excellence and reliability, the trade extending to all parts of the United States. All orders are promptly filled on short notice. Special patterns are satisfactorily supplied on order at reasonable rates.

H. F. PHILLIPS, Commission Merchant, Oysters, No. 320 South Delaware Avenue.—The importance of the oyster trade as a representative commercial industry of this great business centre is apparent, in consequence of the prominent part it has taken in the general growth and prosperity of the business interests of the city. Among the principal causes which have led to the great increase of this trade, are the great improvements made and provided for the speedy and preservable condition of these goods in transportation to consumers at a distance. A prosperous and thoroughly progressive house engaged in this trade in Philadelphia well deserving of especial mention in this volume is that of Mr. H. F. Phillips, whose place of business is centrally located at No. 320 South Delaware Avenue, and has acquired a marked reputation for the superior excellence of its products and reliable business management. Mr. Phillips is a native of Virginia, and established himself in this line of trade originally as a planter of and dealer in oysters in Virginia in 1859, and from the date of his commencement has met with uninterrupted success, his trade increasing to such proportions that he determined to come to this city and establish more direct communications with his customers. He inaugurated this branch of the business at his present headquarters originally in September 1888, which has met with popular approval as is evidenced by the large and constantly increasing trade he now enjoys. He occupies spacious and commodious premises which are fitted up with special reference to the receiving and shipping of large consignments and general handling of all kinds of shell-fish as his trade is exclusively wholesale, and extends throughout this city and state, New Jersey, Delaware, Maryland and other regions, and bids fair to become much greater in the near future. He plants and raises his own oysters at Hampton Bar, Virginia, besides dealing in large quantities from other famous beds, and handles only the very choicest and best grades of oysters, clams, hard and soft-shell crabs, terrapins, green turtles, etc. He has the best possible facilities at hand for the prompt fulfillment of all orders, forwarding his oysters, clams, etc., in barrels, pails, tubs, crates, baskets, etc., in the best preservable condition by the shortest and most direct routes. Customers can obtain from him inducements as regards both prices and reliability of goods, besides the most liberal terms and prices. Mr. Phillips is a gentleman of middle age, affable and courteous in his social relations and enjoys the fullest confidence of all with whom he has ever had any business relations.

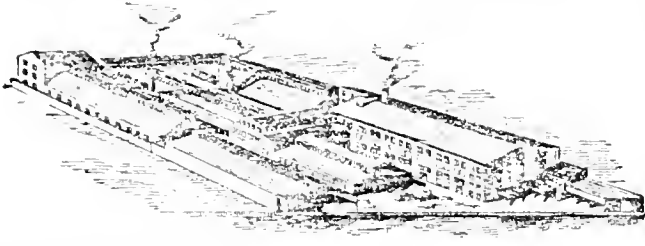
PETER F. CUNNINGHAM & SON, Publishers and Catholic Booksellers, Importers of Catholic Books and Catholic Goods, No. 817 Arch Street.—The leading headquarters in this city for Catholic books and Catholic goods is the establishment of Messrs. Peter F. Cunningham & Son, located at No. 817 Arch Street. This firm are widely prominent as publishers and Catholic booksellers, at wholesale and retail, and as extensive importers of the best foreign goods known to this line of trade. The business was originally established in 1891 by Mr. Peter F. Cunningham, and in 1899 the present firm was organized by the admission of Mr. Francis A. Cunningham to partnership. The business premises comprise an entire four-story brick building, 40x150 feet in dimensions, giving ample room for supplying the most extensive demand. The stock carried is one of the finest and most comprehensive of its kind in the country, and the trade and public are promptly supplied with this class of goods, in any amount desired and at terms and prices which are safe from successful competition. Among the late and valuable publications of this house may be named *Early Martyrs*, in five series: *Lives of St. Augustine, St. Aloysius Gonzaga, St. Thomas of Villanova, St. Stanislas Kostka, St. John Berchmans, St. Charles Borromeo, St. Catherine of Siena, St. Teresa, St. Cecilia, St. Rose of Lima, St. Margaret of Cortona, St. Aryela Merico, St. Agnes of Rome, St. Benedict the Moor, and E. Mary Ann of Jesus*; *Butler's catechism, Meditations of St. Ignatius, Meditations on the Litany, Sanctuaries of the Madonna, The Roman Catacombs, The Raccolta, Man's Contract with God, The Year of Mary, Devotions for the Dying*, and many popular Catholic tales, and a large collection of entertaining and instructive volumes for the young Catholic's library. Mr. P. F. Cunningham, the senior partner and founder of the house, is a native of Ireland, and is well known and highly esteemed in this

city for his business ability and sterling integrity. Mr. F. A. Cunningham, the junior partner, is a well-known member of the Philadelphia bar, and combines his energy and enterprise to form a firm of commanding influence, wide popularity and solid worth.

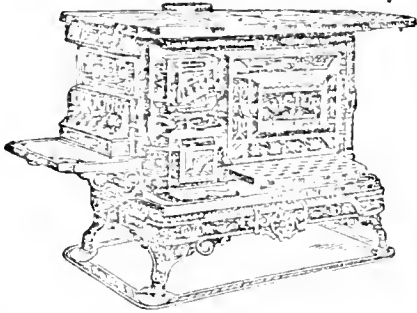
WOLF & CO., Importers, Publishers and Manufacturers of Fine Art Novelties, Chromo and Advertising Cards, Etc., Nos. 617 and 619 Arch Street.—Without question the house of Wolf & Co., has attained the lead and maintains the supremacy in advertising and art novelties and gives the public the benefit of all the latest novelties as fast as they appear in Europe or America, while their own facilities are unrivalled. The firm is composed of Messrs. Edward, Isaac and Gus. Wolf. They established in business ten years ago, and during the intervening period have developed a trade of enormous magnitude their house being the largest in the United States in this line. The scope of their operations covers all classes of fine art novelties, chromo, advertising and show cards and embossed envelope being specialties. Their lithographic novelties are world famous and the firm are exporting them to Europe. The house has repeatedly had to enlarge its premises and facilities, and now has an extensive lithographing and printing house, corner of Seventh and Dickinson Streets, fully equipped with improved machinery, etc. and where fully two hundred hands find steady employment. Their Arch Street store is also of very large size, extending entirely through the block to Cherry Street, 40x288 feet in dimensions. The office and salesroom occupy fifty feet on the Arch Street front, while the remainder is devoted to manufacturing. Sixty clerks, salesmen and other hands are employed here. In point of strikingly original and attractive designs, and artistic embellishments, Messrs. Wolf & Co.'s, cards are the most popular and in greatest demand. The firm command the most popular novelties for advertising purposes, including elegant framed cards, giving large portraits of actresses and other beautiful women, etc., specially in use by cigarette and tobacco houses, and numerous others: dry goods and fancy goods novelties in chromo cards, in such styles as fancy fans, easels, plaques, etc., embossed cards etc. Messrs. Wolf & Co. sell very heavily to the trade of the United States, as well as filling large orders for leading houses. A Berlin branch is located at No. 19 Alte Jacob Strasse, while to meet the growing demands of the trade in New York and the east, they have an office in that city at room forty-eight, Prescott building.

HUNTER & DICKSON, Pipe, Fittings and Brass Goods for Gas, Steam and Water, Nos. 243 and 245 Arch Street.—In the progress of this review of the various industries of this thriving metropolis, attention is directed to the well-known and popular house of Messrs. Hunter & Dickson, jobbers of iron and galvanized pipe, fittings and brass goods, located at Nos. 243 and 245 Arch Street. The business of this house was established in 1851, and its subsequent career of prosperity is indicative of the zeal and ability devoted to its management. The premises occupied for trade purposes are spacious in size, and a splendid stock of the above-named commodities is constantly carried. Being conducted on sound business principles, and with the ability, capacity and foresight that are naturally inspired by a thorough knowledge of the business and the requirements of patrons, the firm long ago attracted the attention of the trade throughout a wide section of the country, and have steadily retained its favor and confidence. The success attending the operations of this enterprising firm has been steady and continuous, and to-day they occupy a position in the trade scarcely second to any house in the country. The supplies furnished by them comprise everything in pipe, fittings and brass goods used for gas, steam and water, and they are of a character that recommends their own superior merits to the confidence of close and critical buyers. They are placed to the trade at terms and prices which are safe from successful competition, and they are in heavy and influential demand throughout Pennsylvania, Delaware, New Jersey, Maryland, Virginia and West Virginia. Orders by telephone, or otherwise, are given prompt and perfect fulfillment, and trade is brisk and lively at all seasons. The co-partners, Messrs. T. Comly Hunter and D. Frank Dickson, are native Philadelphians, and young men of ability, energy and wide popularity, whose continued success and permanent prosperity seems well assured.

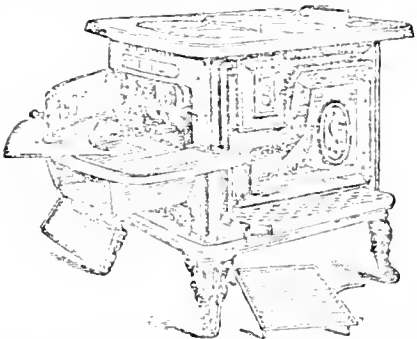
THE LEIBRANDT AND McDOWELL STOVE CO., Manufacturers of the "Famous" Oil Ranges, Etc., No. 123 North Second Street, W. L. McDowell, President, S. V. Reeves, Secretary. —We question if to any other subject connected with our modes of being in the United States, so much careful thought in connection with inventive talent and taste has been devoted, as that of providing the means for the production of artificial heat for domestic and cooking purposes. As a result American stoves, heaters and ranges are unequalled for economy in the consumption of fuel and general efficiency, while at the same time they are the embodiments of mechanical workmanship of the highest order of perfection. No better illustration of the truth of this statement can be found, than by an inspection of the extensive stock of



stoves, heaters and ranges, shown by the representative and popular Leibbrandt and McDowell Stove Company, No. 123 North Second Street, Philadelphia. The company's foundries, which are among



the largest and best equipped in America, are located at Gunner's Run, Girard Avenue and Ash Street, Philadelphia, and it likewise has branch offices and salesrooms at No. 17 East Lombard Street,



Baltimore. This extensive business was established in 1841, by Wannick & Leibbrandt, who were succeeded by Leibbrandt & McDowell, and Leibbrandt, McDowell & Co. Eventually in 1899 it was duly incorporated under the laws of Pennsylvania, with ample capital as the "Leibbrandt and McDowell Stove Company," and its trade now extends throughout the entire United States and Canada. In the foundries 350 skilled operatives are employed, who turn out annually vast numbers of stoves, ranges and furnaces, hollowware, etc. The company's goods are unsurpassed for beautiful ornamentation, excellence of finish, symmetrical proportions and perfect operation, fully meeting the requirements of the most critical customers. These splendid stoves, ranges

and heaters are admirably adapted to the wants of any section of the country and kind of fuel, while the prices quoted for them in all cases are exceedingly just and moderate. The company's many years experience enables it to accomplish novel and useful improvements, for which its officers are constantly on the alert, and as soon as practical place them before the public with new goods, or by careful remodelling the company's popular and well tested patterns. The company's "Famous" oil stoves and ranges have latterly attained great popularity, and are the most practical, original, safe and desirable apparatus of this class. Explosion with these univalued oil stoves is impossible, there is no leakage or bad odor, while they are unsurpassed for economy, capacity, utility and durability. The following gentlemen who are widely and favorably known in trade circles for their enterprise, ability and just methods are the officers. W. L. McDowell, president; S. R. McDowell, vice president; W. G. McDowell, treasurer; S. V. Reeves, secretary; The Philadelphia warehouse is a spacious four-story and basement building, 40x200 feet in area, fully equipped with every convenience and appliance for the accommodation and display of the immense stock of the company's goods and specialties which have no superiors in America, and are general favorites with the trade and public wherever introduced. Mr. W. L. McDowell, the president, is a director of the Commonwealth National Bank, secretary and treasurer of the West Buck Mountain Coal and Iron Company, and president of the Bryn Mawr and Merion Turnpike Company. The Leibbrandt and McDowell Stove Company publishes annually a very superior illustrated catalogue, which is forwarded to any address promptly upon application.

W. J. McCANDLESS & CO., Sanitary Plumbing, No. 716 Walnut Street.—Of late years plumbing has become a science, and upon its proper study and application depend the solution of many questions of drainage, ventilation and sanitary conditions. In these days of complexities of city life, the plumber has become essential in the highest degree to our comfort and health, and the necessity of employing only those who are thoroughly qualified in every department of the business is apparent to every man of ordinary intelligence. A popular and progressive house engaged in this line of industry, in this great manufacturing and commercial centre, worthy of more than passing mention in these pages is that of Messrs. W. J. McCandless & Co., whose establishment is so centrally located at No. 716 Walnut Street, and for years has sustained a most enviable reputation for superior work and fair, square business management. The members of the firm are W. J. McCandless and Robert A. Arthur, both young men and native Philadelphians. They are both first-class and experienced men in this business, which was acquired by years of close application and the study of sanitary engineering; and are licensed to carry on their business by the Board of Health of this city. They founded this establishment under the present firm title in 1876 and at once met with the most gratifying success, building up in a very short time a very liberal and influential patronage derived principally from among our leading architects, building contractors, house owners and business men generally, which is annually increasing to very large proportions. They occupy premises of ample dimensions, suitably arranged and fully equipped with all the necessary tools and appliances required in the business, and employment is furnished to a force of workmen sufficient in numbers to meet the demands of their trade. The firm is prepared to do all kinds of work pertaining to plumbing, gas and steam-fitting business including the entire work of public buildings, business houses, residences, lively stables and other structures, which is performed in the most thorough and satisfactory manner. Water and sewer connections receive careful attention, and in fact all sanitary engineering is looked after in the best possible manner. Estimates are furnished, contracts are entered into and executed promptly and satisfactorily at the time specified while they always quote bed-rock prices. Repairing receives prompt attention also at reasonable prices. Messrs. McCandless and Arthur are wide awake, energetic and reliable business men, and recognize the fact that good work at fair and honest prices are conducive to success and permanency in business.

COMMERCIAL NATIONAL BANK, of Pennsylvania, No. 314 Chestnut Street, George L. Knowles, President, E. P. Graham, Cashier.—One of the oldest banking institutions in Philadelphia and the state, is the Commercial National Bank of Pennsylvania, whose banking offices are centrally located at No. 314 Chestnut Street. This veteran fiscal corporation dates its origin back to the early part of the present century, viz: 1810. In that year it was duly incorporated by a special act of the legislature, and commenced business with a paid up capital of \$1,000,000. The first president was Andrew Bayard, a noted Philadelphia financier who was also first president of the Philadelphia Savings Fund Society. He served the bank from 1810 to 1832, the time of his death, and was succeeded by another eminent financier, James Dundas, who served until January 1840, when he resigned. Under these two administrations, the Commercial National Bank attained a large share of importance in the commercial and industrial interests of Philadelphia. Jacob M. Thomas was president from January, 1840, to October, 1853, when he died and was succeeded by William Wainwright, who was president from 1853 to 1857. He was succeeded by Joseph Jones from 1857 to 1868 and then by James L. Claghorn, from 1868 to 1884, when he died. Eventually in 1884 Mr. Geo. L. Knowles, who now so ably fills the office of president and is a gentleman long and favorably known in the financial world was elected to the office. The charter of the bank was renewed from time to time until the national system was established and under that act it was reorganized in 1864 as the Commercial National Bank of Pennsylvania. Its present capital is \$810,000 with a surplus of \$221,000. By its sound and liberal methods, the Commercial National Bank has largely aided the development of the mercantile and manufacturing interests of the city in the past, and the growth of the bank has been only commensurate with the energy, liberality and progressive spirit of its management. A valuable and increasing list of patrons is drawn to its counters, the skill of the management and the high standing of its officers and directors giving every guarantee of the intelligent conservation of all interests committed to their care. It may be mentioned as an historical fact that the board of directors of the bank since its very inception has been composed of men of the highest standing, both as regards position, capital, intellect and ability. Its management has always been thoroughly conservative, and it is to-day one of the most vigorous exponents of the soundest principles governing banking and finance. It is a bank of issue and deposit, discounts approved commercial papers, negotiates loans, makes collections in all available points in the United States, Canada and Europe, and engages in all transactions that come legitimately under the head of banking. Its officials are noted for their courtesy and promptness in the dispatch of business, thoroughly accommodating to patrons and popular with all who are brought into business relations with them. The following is the list of the officers and directors: George L. Knowles, president; E. P. Graham, cashier; Directors: George L. Knowles, P. Jenks Smith, William Weightman, John Sellers, Jr., J. Dundas Lippincott, Francis M. Brooke, Edward Mellor, William P. Smith, Jr., James C. Brooks, James W. Cooke, Leo Loeb and Thomas Moore, this bank participated in the early loans to the National Government in 1861 and it has successfully weathered all financial panics during the last seventy-nine years and has come down to us as strong and as sound as ever and is as full of life and business energy as when it was first organized, and it is to-day one of the live financial institutions of Philadelphia to which its business men always look with confidence and pride. The bank building has recently been remodelled and is now one of the finest in the United States. The walls are inlaid with tile of various shapes and colors forming an artistic and harmonious effect. Arranged around and extending from the ceiling moldings to the upper cornice of the walls are busts of the presidents from the first, Andrew Bayard, down to James L. Claghorn, the predecessor of Mr. Knowles. The woodwork, counters and cases are of solid mahogany, the glass the finest, and the workmanship unexcelled. The original papers of incorporation, which have been carefully preserved and guarded over with almost religious care are still in the possession of the bank. Aside from their legal and historical worth, the papers are a masterpiece of penmanship and artistic execution. The following are the bank's principal correspondents. Hanover National Bank, Phenix National Bank and German American National Bank, all of N. Y.

DONALDSON IRON COMPANY, Manufacturers of Cast Iron Pipe, and Special Castings for Water and Gas; Pipe Foundry, Emaus, Pa., John Donaldson President, No. 226 Walnut Street, Geo. Ormrod, Treasurer and General Manager, Emaus, Penna.—Few departments of industrial activity in the state of Pennsylvania, have attained a more deserved reputation, than that of the manufacture of cast iron pipe. The finest water and gas pipe in the world are now being manufactured by the famous Donaldson Iron Company, proprietors of the Emaus Pipe Foundry, situated at Emaus, Lehigh County. The prosperity of the company is well deserved and the officers are to be congratulated upon the successful outcome of their enterprise. The company was duly organized and incorporated on August 9th, 1886, with a paid up capital of \$100,000, to acquire the works and plant of, and as successors to Messrs. Ormrod, Fisher & Co., who established the business in 1833. The foundry at Emaus is conceded to be one of the best of the kind in existence, thoroughly overhauled and equipped with the latest improved machinery and appliances. The works have a capacity of 1500 tons of pipe per month, of all standard sizes, from 2 and 3 inch up to 12 inch and in the near future to 24 inch. There are two cupolas, melting 2,000 tons of iron per month, 275 hands are there employed, under the able and experienced management of Mr. George Ormrod, who is the leading practical pipe founder in the United States. All pipes are cast vertically in dry sand, and are carefully tested to 300 lbs hydraulic pressure. Sizes from two to twelve inches in diameter are always kept in stock, while main pipe up to 24 inch is contracted for to stand any pressure up to 500 pounds. The company also manufactures special castings for all water and gas supply purposes, also the best quality of flange pipe. Mr. Ormrod is both manager and treasurer of the company, while Mr. John Donaldson is the able and respected president, with headquarters at No. 226 Walnut Street. He is a recognized expert authority of long practical experience both in the coal and iron trade. He is senior of the prominent coal operating and shipping firms of Messrs. Donaldson & Duncan of this city, and of Messrs. David Duncan & Son of New York, while he is also the president of the Beech Creek Cannel Coal Company, whose territory is of the greatest richness, the coal being a magnificent grate fuel and in steadily increasing demand. The characteristics which regulate the business policy of this company are such as to entitle it to general respect and consideration, while the great extent of its operations renders it the leading representative in the line.

MORRIS EBERT, Dealer in all kinds of Building Materials, No. 302 Walnut Street.—Mr. Morris Ebert has achieved a widespread reputation among builders and contractors, architects and the public at large as a wholesale dealer in the best grades of all descriptions of building materials, while he is a direct importer of the best English and German cements, etc. Mr. Ebert was born in this city and has here developed what is unquestionably one of the most important concerns of the kind. He established in business upon his own account in 1873, and offered from the start the most substantial inducements as to variety and quality of choice architectural building stone, bricks, white lime, etc., dealing at first hands, contracting direct from the quarries in the United States. Mr. Ebert numbers among his permanent customers, many of our leading builders, and is at all times prepared to supply direct from the quarries, Berea and Amherst blue and buff Ohio stone, Portage red stone, Euclid blue stone, Indiana oolitic lime stone, Pennsylvania blue marble, Hummelstown and Treadon brown stones, Belleville brown stone, greenstone-granite, Avondale limestone, crushed stone, flagging, etc. He has supplied all the stone for many of the finest modern edifices on Chestnut Street. In 1877 Mr. Ebert was appointed sole importing agent for Pennsylvania, South New Jersey and Delaware, for J. B. White & Bros., best English Portland cement and Keene's improved marble cement direct from the works at Swancombe, England, the largest of the kind in the world. These cements are unexcelled for high and uniform quality and stand the severest tests. Mr. Ebert is also an importer of German Portland cement, dealer in best brands of Rosendale cement, thus being prepared to fill orders for every need of the builder and mason, for any and all goods needed in their line.

FRANCIS BOND, Successor to Allen Cuthbert, Importer of Japanese Goods, No. 119 South Eighth Street.—A knowledge of the beautiful productions of Chinese, Japanese and East Indian wares and fine arts, also a desire for their collection have grown wonderfully of late years among the refined and intelligent people of this country. Where but a few years ago we had but one or two collectors and really cultivated amateurs of these wonderful specimens of art, we have a large number now of intelligent competitors for the very best that can be obtained and many collections are being made in this and other cities. One of the oldest and most reliable houses engaged in this line of trade in Philadelphia and deserving of more than passing comment in these pages is that of Mr. Francis Bond, importer of Japanese and Chinese merchandise, whose fine establishment is located at No. 119 South Eighth Street, and for many years has sustained a very high reputation for the excellence of its goods and the fair, square methods in which the business is conducted. This old and reliable concern was founded originally in 1854 by Mr. Allen Cuthbert, and became famous throughout the city under his management and from the date of its commencement built up a very large and influential trade. After a quarter of a century's uninterrupted success Mr. Bond, the present proprietor, succeeded to the business and has conducted it ever since with great enterprise and constantly increasing patronage, which is not confined to the city, but extends throughout the entire surrounding vicinity. The present premises have been occupied since 1879 and are of spacious dimensions, compactly arranged and handsomely furnished, having every convenience for the transaction of business and the advantageous display of his large and valuable assortment of unique goods. The stock embraces old style blue Canton China dinnerware, fancy painted Chinese and Japanese porcelain vases; dinner, tea and toilet sets; lacquered (wooden) fruit plates, tea pots, trays, cabinets, tea caddies, glove boxes, pot pourri jars, silk, paper, feather, ivory and sandal-wood fans, etc. In addition to his full line of art-goods, Mr. Bond also imports and keeps on hand constantly, the very purest and choicest kinds of Formosa, and Foo Chow Oolongs, English Breakfast, Souchong, uncolored Japan, Green and other teas, which are guaranteed to be free of adulteration and are sold to families at reduced prices when taken in lots of five pounds or more; also pure, old and unadulterated green or roasted coffees, such as Mocha, Java, Maracabo, Caracas, Laguayra and Rio at the most reasonable prices. Samples are sent by mail and all orders by postal, letter or in person receive prompt and careful attention. Persons dealing with this house can always have the complete satisfaction of knowing that nothing inferior will be sold to them. Mr. Bond is an affable, courteous and reliable merchant who is highly respected in social and commercial circles and justly merits the success he has attained by his industry and ability.

J. C. VOLLRATH & CO., Merchant Tailors, No. 26 North Ninth Street.—The merchant tailoring trade of Philadelphia, which forms an important feature among its many industries, is in the hands of men who are well qualified to conduct it, and whose constant aim has been to produce a fine grade of fashionable garments. Among those who have obtained an excellent reputation for conscientiously manufacturing thoroughly artistic clothing is Mr. J. C. Vollrath, of No. 26 North Ninth Street, who occupies a prominent position. This concern was founded in 1856, and in the interim a large, substantial and influential trade has been developed by the active and progressive proprietor, Mr. J. C. Vollrath. The premises occupied comprise a salesroom of fine attractive appearance, with a capacity of 20x100 feet. Here is constantly displayed a carefully selected stock of English, French and German fabrics of the most stylish patterns and colors, which are freely utilized in the production of elegant garments. All goods made by this house are characterized by artistic cut and most careful workmanship, and the facilities of the house for the prompt fulfillment of orders is unsurpassed, and embrace a force of from fifteen to thirty-five workmen, whose operations are all conducted under the personal supervision of the proprietor. Always abreast of the times in everything that will improve the facilities of the house for the production of the finest clothing in every respect, parties living in or visiting Philadelphia for a supply of new attire will find Mr. Vollrath always ready to offer advancements in prices and workmanship not

easily duplicated elsewhere, while in quality of goods, fit and style satisfaction is guaranteed in every particular. Mr. Vollrath was born in Prussia, has resided in Philadelphia since 1876, and is highly esteemed for his many excellent qualities.

THEO. LEUPOLD, Merchant Tailor, No. 514 Race Street.—Few establishments in mercantile life occupy more general attention in these days of tasteful attire than that devoted to the manufacture and sale of made garments, for at no period during its entire history has the tailor's art been so highly appreciated or better understood than at the present day. Among the many popular and prosperous houses devoted to this important branch of industry in Philadelphia, and well worthy of more than passing notice is that of Mr. Theo. Leupold, merchant tailor, whose well ordered establishment is most centrally located at No. 514 Race Street, which has for many years enjoyed a widespread reputation for the superior quality of its productions and fair, square and liberal business methods. Mr. Leupold is a German by birth and came to this country many years ago, and has been a resident of Philadelphia since 1847, having acquired a thorough and practical knowledge of the tailor's trade in all its various branches by long experience. He inaugurated this enterprise originally in 1849, which from the start has been the recipient of a very liberal and influential patronage, derived principally from among our leading business and professional men. He removed into his present quarters in 1864 which are of ample dimensions, neatly arranged and fully equipped with every convenience for the comfort of patrons and advantageous display of his fine stock of French, German and English broadcloths, cassimeres, woolsens, worsteds, tweeds, meltons, chevots, diagonals, etc., in all the latest and most fashionable styles in plaids, checks, stripes, mottled, etc., from which patrons cannot fail to make a selection. Mr. Leupold enjoys unusually fine facilities for the prompt fulfillment of all orders which embraces a large force of skilled workmen, whose operations, however, are all conducted under his immediate personal supervision. Custom made garments are made to order in the very latest and most fashionable styles fully guaranteed as to ease and comfort in fit, artistic workmanship and finish, and durability of material. Mr. Leupold is thoroughly devoted to the best interests of his patrons. He is held in the highest respect in social and commercial circles for his many excellent qualities and is a prominent member of the Masonic fraternity, also of the German Mennerchor Verein.

OWEN & COMPANY, Manufacturers and Printers, Sample Cards of all Descriptions, Dry Goods Labels, Clothing Tags, Etc., No. 107 South Second Street.—In no special department of mechanical industry has more substantial progress been made towards perfection than in printing during the last quarter of a century, and the handsome productions of this art to be found on every hand give ample testimony upon this point. Among the ably managed and deservedly popular houses engaged in this important and indispensable branch of business, which has acquired a very enviable reputation for superior work and liberal, straightforward business methods is that of Messrs. Owen & Company, fine job and commercial printers. This business was founded originally in 1850 by Mr. Owen under the present firm title and from the start met with popular favor which has resulted in the establishment of a very large and constantly increasing patronage derived principally from among our leading business houses. Mr. Owen is a young man and a Philadelphian by birth and has had a number of years of practical experience in the trade and is thoroughly conversant with all its branches. He occupies spacious and commodious premises, suitably arranged for the business, and fully equipped with power presses, cutting machines, type of every description, including all the latest improved ornamental styles, to which additions are being constantly made, and employment is furnished to a sufficient number of experienced workmen to meet all the requirements of the trade. The range of work includes commercial printing of all kinds, such as U. S. letter, note and statement of account headings, envelope, business and visiting card printing, blanks of every description, catalogues, price lists, placards, hotel printing, direction tags and labels, ball, festival, society and political printing and work of every variety. Estimates are furnished freely, contracts of any magnitude entered into and executed in the most satisfactory manner.

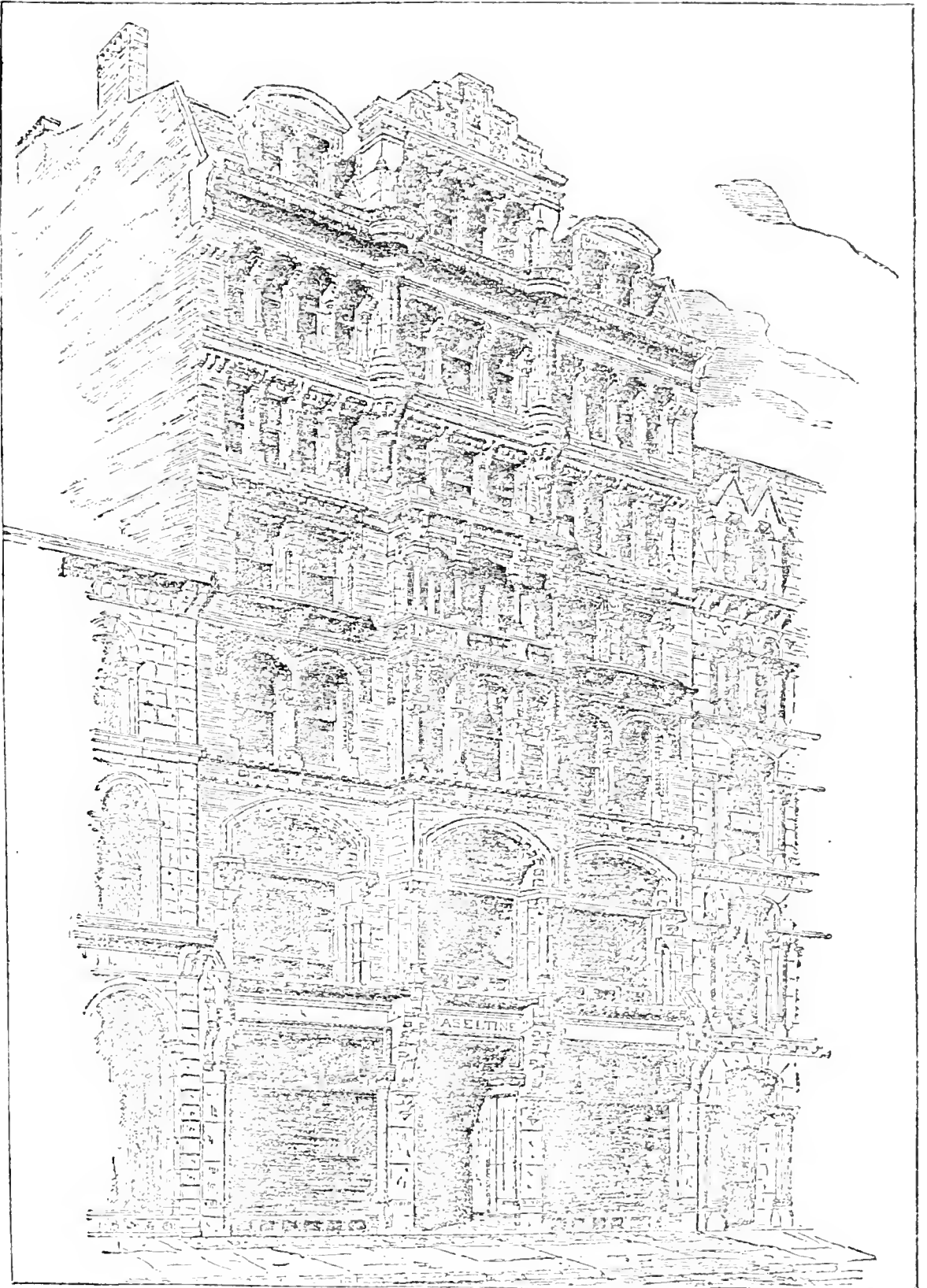
CHARLES F. HASELTINE Haseltine Galleries, Nos. 1416 and 1418 Chestnut Street.—A marked demand has been observable recently in the trade in the fine arts, more especially in the branches devoted to high class paintings and statuary, abundantly indicative of the increasing appreciation in refined circles for the works of painters and sculptors of genius. In fact the cultured public of the United States has become latterly to be more considered by eminent foreign painters, than their own countrymen, and thus it is that an increasing number of the finest and most celebrated works are imported in America to find customers. The increasing activity in this artistic business has resulted in the opening in February 1889 of what are without exception the finest galleries in the city of Philadelphia at Nos. 1416 and 1418 Chestnut Street, of which Mr. Chas. F. Haseltine is the popular and enterprising proprietor. With wise discrimination he has selected a most advantageous location, absolutely central to the most fashionable parts of the city, where two spacious entire floors are fitted up in the most elegant and harmonious style. Mr. Haseltine, who has been engaged in this fine art business on Chestnut Street for the last twenty-two years, is the owner of the property. The second floor, which is used for the art gallery, was built for the purpose, and is elegantly arranged in rooms. Mr. Haseltine has likewise a spacious eight-story building in the rear for the production of frames, etc. The Haseltine galleries are the finest in America, and are valued with their contents at upwards of a million and a half of dollars, as follows: building, \$500,000 stock, \$1,000,000. The pictures hung here include many of the most famous at recent exhibitions, and also numbers of the most desirable works of foreign and American artists. Some of these pictures are superb, and during the day hundreds of our citizens visit the Haseltine galleries and gaze with delight and rapture on paintings and engravings, which are fac-similes not only of the modern school but also of the old masters, recalling to mind the glories of Raphael, Titian, Van Dyke, Correggio, Rubens, Michael Angelo and Murillo. Mr. Haseltine's ambition to secure for the American public the finest productions of the modern school of foreign painters is well understood, while his numerous sales at large figures indicate how remarkably accurate is his judgment, as to what will best suit the taste of the American collectors. The Haseltine galleries are fully worthy of the utmost praise that could be bestowed upon them, and at the same time it is impossible in these limits to attempt any description of the splendid pictures hung in them. Suffice it to say that leading buyers and collectors have many advantages in making selections here, and pictures imported by Mr. Haseltine are now found in all prominent galleries in all parts of the United States. Mr. Haseltine also keeps constantly in stock all kinds of etchings, engravings, etc., and attends carefully to restoring, cleaning, framing etc. He is a native of Philadelphia, where he is highly esteemed by the community, for his artistic ability, enterprise and integrity. His influential connections in Europe enable him to secure highly praised examples of the most eminent painters, and also of a host of other artists not so well known to fame.

JACOB J. TEUFEL & BRO., Manufacturers of Surgical and Dental Instruments, Trusses, Elastic Stockings, Cutlery, Etc., No. 114 South Tenth Street.—Keeping pace with the march of progress in the arts and sciences, very marked improvements have been made in surgical and dental instruments and kindred appliances of late years. The advance made in this direction during the past quarter of a century has been especially worthy of note. Engaged in the manufacture of the articles indicated Philadelphia has some representative and widely known firms, prominent among the others being that of Jacob J. Teufel & Bro., No. 114 South Tenth Street, whose productions are maintained at a high standard of excellence, the surgical and dental instruments produced by the Messrs. Teufel being of exceptional merit. This is one of the oldest and one of the leading concerns of the kind in the country, being in prosperous existence for over thirty-three years, and its productions are in steady and extensive demand throughout the whole United States, while some also are exported. This flourishing enterprise was established in 1856 by Jacob J. Teufel (deceased), who conducted it alone up to 1880, when he admitted into partnership his brother George, who upon the death of the senior member which occurred in July, 1887, associated with him

his son George W., and under their joint management the business has since been continued under the former firm name with uninterrupted success. The factory, which is located at No. 821 Chestnut Street, is commodious and well equipped, ample steam power and all necessary facilities being in service, while upwards of forty expert workmen are employed here. They manufacture a very superior class of surgical and dental instruments of every description, also trusses, elastic stockings, cutlery, orthopedical devices, abdominal supporters, and, in short, everything in this line, keeping on hand always at their salesrooms, No. 114 South Tenth Street, a large, complete assortment, and the trade of the firm, which is both wholesale and retail, is fully commensurate with the reputation of the articles manufactured and the name and standing of the concern.

ULTRICH & BELL Importers and Jobbers of Tailors' Trimmings, No. 19 North Ninth Street.—There is no better way in which the advantages of a city can be better portrayed than by a brief review of the extent and character of those establishments already located within its limits and in successful operation, and though their success is to a great extent the result of the individual ability of those who are managing them, it is also proof of advantages of location, shipping facilities, etc., must have contributed in no small degree to their subsequent success. As illustrating some of the advantages of this favored city, the present sketch is devoted to special mention of the house of Messrs. Ulrich & Bell, of No. 19 North Ninth Street, who are known throughout an extensive trade radius, and whose establishment ranks as one of the leading ones in its special department of trade. This distinction is accorded it on account of the facilities which it enjoys for promptly filling orders, either large or small, and the enterprise of its business policy. The business was founded in January, 1886, and during the comparatively brief period that has elapsed since its inception a large, steadily growing trade has been developed, having its tributary area throughout Pennsylvania, New Jersey, Delaware and New York state. The premises occupied are commodious, spacious, and finely fitted up, and are at all times filled with an extensive stock of tailors' trimmings of every description, both of foreign and domestic production, which the firm secure by direct importations and from the leading manufacturers, and which are the best goods of the kind in the market. A staff of clerks and traveling salesmen are employed and all the transactions of the house are conducted in a business like, systematic manner. The co-partners, Messrs. William Ulrich and F. Howard Bell, are natives of this city, have always resided here, and they are most favorably known in both business and social circles.

FISK & EVERHART, Glass Signs, No. 139 Market Street.—Of the many features of advertising in vogue to-day, there is perhaps none more effective, as there is certainly none that has secured a more enduring hold on public favor, than novel and unique designs in glass signs. And in connection with these remarks, it may be observed, that some notably ingenious and notorious productions of the character indicated have appeared of late years in and around this city. A Philadelphia firm that has achieved a signal success in this line is that of Fisk & Everhart, No. 139 Market Street, who manufacture glass signs, (framed) in every size, style, shape and design, of a very "eately" and superior kind. They are by common consent the leading exponents of this useful branch of art in the city and have a flourishing patronage extending all over Pennsylvania, New Jersey and Delaware. Messrs. Winfield S. Fisk and John M. Everhart, who compose the firm, are both Philadelphians by birth. They are practical expert workmen, of ample experience, and prior to forming the present co-partnership in 1886 had each been established in business on his own account a number of years. They occupy two commodious floors at No. 139 Market Street, where they employ several experienced hands, and keep in stock always an extensive, varied and A1 assortment of everything in the line of glass signs. Designs and estimates are promptly furnished upon application and satisfaction guaranteed, while glass signs are made to order likewise in any desired size, style or variety in the most expeditious and excellent manner, all work executed by this responsible firm being A 1, while the figures quoted are in every instance materially lower than the price prevailing elsewhere.



THE HASLTYNE BUILDING, NOS. 1416 AND 1418 CHESTNUT STREET.

(See Descriptive Article on Opposite Page.)

THE THOMAS W. PRICE CO., Manufacturers, Importers and Jobbers of Paper, Envelopes, Cards, Etc., No. 505 Minor Street.—A branch of trade of a very important and useful character in Philadelphia, is that of the manufacture and importation of paper, envelopes and printers' supplies. Prominent among the representative and old established houses extensively engaged in this trade, is that known as The Thomas W. Price Company, whose office and warehouse are located at No. 505 Minor Street. This business was established in 1849 by Thomas W. Price, who conducted it till 1883, when the present company was organized and succeeded to the management, the co-partners being Messrs. John E. Senior, Harry



Trade Mark.

V. Jones, Austin W. Bennett and Thomas R. Fort Jr. The partners have had long experience, and possess an intimate knowledge of the paper trade in all departments, and at the same time are fully conversant with the requirements of dealers, jobbers, etc. They occupy a spacious six-story building, 25x100 feet in area, which is fully supplied with every facility and convenience for the systematic conduct of this steadily increasing business. The firm keep constantly in stock all kinds of book, news and printing papers; book binders' supplies, envelopes, cards and card board, also writing and wrapping papers, printing inks and printers' specialties. The Thomas W. Price Co., represents several famous paper mills, and handles only the best and most desirable qualities of paper and supplies. In the stock will be found upwards of nine million envelopes, including all designs and descriptions. All orders are promptly filled at the lowest possible prices, and the trade of the house, which is steadily increasing, now extends throughout the entire United States and Canada. They employ in their warehouse forty clerks, assistants, etc., and six salesmen on the road. Mr. Senior is a native of Delaware but has resided in Philadelphia for the last forty years, while his partners, Messrs. Jones, Bennett and Fort, were born in this city. They are highly esteemed in trade circles for their enterprise and just methods and their liberal policy is ever in keeping with the excellence and reliability of their paper and supplies, which are general favorites with dealers and others in their line of trade wherever introduced.

PFEIL & CO., Pfeil's Antidote for Alcoholism, No. 155 North Second Street.—There is no more useful or praiseworthy member of society than he who provides a cure for that besetting sin of humanity, intemperance, and we know of no one who has done more in the past three years in mitigating their evil, than Mr. Henry Pfeil, who has made it a study and has discovered an antidote which he guarantees to cure the worst case of habitual drunkenness in from three to ten days. There are many persons, from the moderate drinker to the lowest drunkard, who would like to give up the use of wines, liquors, or beer, but do not seem to have the strength to abstain from it, and therefore must have assistance which is provided in this antidote, and will effect a cure without fail, in fact since it has been before the public Mr. Pfeil has yet to hear the first person say they have not derived benefit from its use or have been cured. It is very quick in its action, and destroys that yearning and that burning thirst for liquor after taking several doses, and while producing an exhilarating effect, it leaves no unpleasant or bad feeling. On the contrary the mind becomes clear, the appetite returns, and in a few days the patient begins to feel active and vigorous, and that he is recovering his health. One bottle of this antidote is all that is required to effect a permanent cure, and even the smell of liquor becomes nauseating, and disgusting in fact, the former drinker will detest the smell and taste of liquor forever. It should be understood that this preparation is not a patent medicine, but a special compound in liquid form to be an antidote and cure for the love of rum. It is put up in bottles by Pfeil & Co., whose office and laboratory is at No. 155 North Second Street, where it may be obtained, or of any first class responsible druggist. Mr. Pfeil, the discoverer and proprietor of this reliable and efficacious antidote for alcoholism in all its varied phases, is a native of this city, where he

is well known as a gentleman of undoubted integrity and probity. His remedy and antidote for rum drinking is highly endorsed and recommended, and many poor inebriates have been lifted up and regained their manhood and dignity and position by its use. The price of the antidote is placed at \$1.00 per bottle, and those desiring further information, will find it to their interest to call or write to Messrs. Pfeil & Co., at the above address.

W. H. INGRAM, Hotel and Restaurant Supplies, Etc., No. 106 North Third Street.—A branch of trade of very meritorious character in Philadelphia is that of dealing in general kitchen supplies for hotels and restaurants, and the business here is prosecuted with considerable vigor and success. Among the most active and progressive merchants identified with this line of enterprise is Mr. W. H. Ingram, whose establishment is eligibly located at No. 106 North Third Street. Mr. Ingram has been in business here since 1830, and in the interim he has developed a very expensive and flourishing trade. He occupies three floors of the building which is 25x60 feet in dimensions, and the premises throughout are admirably arranged and tastefully fitted up, while the stock carried is a very large, choice, carefully selected and well assorted one of all kinds of supplies for hotels, restaurants, etc., including French ranges and broilers, vegetable steamers, heavy hotel tinware, patent porcelain coffee urns, ordinary coffee and tea urns, water coolers, carving tables, for steam, with plate warmers, or heated by stove; copper eating bar tables, heated by gas, steam or oil stove; hot water urns in all styles, etc. Copper and sheet metal goods of any kinds are promptly and satisfactorily made to order at reasonable charges. To attempt to give anything like a detailed description of the varied and numerous goods displayed in this attractive store house is beyond the limits of this necessarily brief sketch. Those of our readers who are interested in knowing what there is on view here can secure from Mr. Ingram copies of a catalogue he has published, but a personal visit will result in greater satisfaction, for the visitor is sure to discover many useful novelties here that to see must excite a desire to possess. The house makes shipments to all parts of the country, and the business is conducted on a fair and equitable basis. Mr. Ingram is a Philadelphian by birth, and a young, energetic merchant of merit and probity.

PAXSON, COMFORT & CO., Funeral Supplies, Nos. 529 and 531 Arch Street.—This representative and noted house has the reputation of being not only the largest jobbers in undertakers' supplies in America, but the largest in the world. The office and salesrooms are situated at Nos. 529 and 531 Arch Street, and No. 524 Cherry Street. The firm's factory which furnishes constant employment to forty skilled workmen, is located in Chester County, Pa., and independent of their own products they handle a large portion of the products of half a dozen similar manufacturers. This business was established in 1865 by Paxson, Shubert & Co., who were succeeded in 1874 by the present firm. The co-partners, Messrs. Moses Paxson, Howard and Edward T. Comfort, bring great practical experience to bear, and possess an intimate knowledge of every detail of the manufacture of funeral supplies, and the requirements of the most fastidious customers. They occupy four spacious and well equipped floors 49x300 feet in size which are fully stocked with an extensive and superior assortment of undertakers' supplies, including the latest designs in wood, metal and cloth covered caskets and burial cases, with every variety of trimming and undertaking, upholstering robes, pillows, linings, etc. Messrs. Paxson, Comfort & Co., handle not only the most chaste and elegant outfits grading down to the very lowest and cheapest adapted to the most ordinary demands, all being the most desirable goods. They promptly and carefully fill orders by mail or telegraph, and their trade now extends throughout all sections of the United States and Canada. Mr. Moses Paxson as well as Messrs. Howard and Edward T. Comfort were all born in Bucks County, Pa., and they are highly esteemed in business circles for their enterprise, promptness and integrity. The equitable manner in which this business is conducted, as well as the excellent quality of the stock are guarantees sufficiently obvious, while jobbers and undertakers will do well to place their orders with this popular and reliable establishment.

NACE & SWARTLEY, Produce Commission Merchants, specialties: Fine Butter, Eggs, Poultry, Etc., No. 11 South Water Street.—A carefully compiled review of the general produce interests of Philadelphia reveals the interesting and instructive fact that, of the vast and varied branches of trade that contribute to the aggregate of commercial activity in this busy metropolis to-day, not one is of more importance than that devoted to the handling of dairy produce, fruits and vegetables on commission. The transactions in this line in the city are now conducted upon an enormous scale daily, while the quantities of butter, eggs, poultry and general country produce disposed of annually through the medium of the commission merchants reach proportions of immense magnitude. Of the firms contributing most extensively to the sum of trade in this line should be named that of Nace & Swartley, whose capacious and well-ordered establishment is situated at No. 11 South Water Street, and which is by common consent one of the leading, most reliable and best-known concerns of the kind here; none maintaining a higher reputation for integrity and stability, as few, if any, enjoy a larger measure of merited recognition. They handle every thing comprehended in produce, on commission exclusively, making a leading specialty of fine butter, eggs and poultry, and their connections which are of a most substantial and gratifying character, extend to all parts of the west and southwest. The business was established in 1877, by Messrs. John B. Nace and Samuel S. Swartley. Mr. Nace died in 1888, since which date Mr. Swartley has continued the business as sole proprietor, without change in the firm name. The business premises comprise a four-story building, 25x50 feet in dimensions, and the proprietor carries at all times a heavy and well-selected stock of supplies which commend their own superior merits to the confidence and patronage of the closest and most critical buyers. Devoting untiring attention to the interests of those entrusting consignments to his care, the proprietor well merits the extensive and flattering patronage which he has so long enjoyed. Mr. Swartley is a native of Montgomery County, Pa., a resident of this city for the past twenty-five years, a member of the Produce Exchange, and stands deservedly high in leading commercial, financial and trade circles.

NATHAN FRICK & CO., Manufacturers and Wholesale Dealers in Machinery and Burning Oils, No. 262 North Fourth Street.—A leading source of supply in this city for machinery and burning oils of every description is the reliable establishment of Messrs. Nathan Frick & Co. This firm are widely prominent and popular as manufacturers and wholesale dealers in this line, and also as agents for Star candles, manufactured by Cornwall & Bro., Louisville, Ky. The business was originally established in 1869, by Messrs. Miller & Frick, who were succeeded by the present firm the ensuing year. The premises occupied comprise a three-story brick building and basement with large storage capacity, and their connection with several large refineries which enables them to carry a large stock rarely equalled or surpassed in this city or elsewhere. The leading specialties handled by this representative firm embrace the following oils: Frick's superior cylinder, Frick's climax valve, Frick's champion cylinder, Frick's spermoleum machinery, Frick's Corliss engine, Frick's merino and keystone wool oils. Also champion engine, H. W. keystone machinery, H. W. golden machinery, steam refined cylinder, paraffine oils, 25° and 28° pure West Virginia, Franklin and Bradford lubricating oils, prime extra No. 1 and No. 2 lard oils, prime and No. 1 neatfoot oils, sperm whale and fish oils, Newfoundland and Labrador cod oils, tanners', straits and banks oils, raw and boiled linseed and celebrated paint oils, olive, salad and cotton seed oils lubricating castor oil for belting, signal and headlight oils, gasoline 86°, 88° and 96°, stove oil 75°, deodorized benzine 62° and 65°, Albany compound and lubricant, refined engine tallow, Bidwell's and crown axle grease, neck roll grease and residuum, white and colored machine waste, white and yellow scouring soap, Keyes tallow soap, rosin and spirits turpentine. The cylinder and fine engine oils of this representative house are renowned for their absolute purity and freedom from ingredients, alkali or acids, which so soon wear out and destroy machinery, but are lasting and cleanly, promoting smooth running in the highest degree. The trade of the house is large and influential throughout the middle states, and has been built up on the legitimate basis of demand and sup-

ply. They place their goods upon the market at fair and equitable prices, and give prompt and careful attention to all orders. The co-partners, Messrs. Nathan Frick and Seth Wilson, are both natives of Pennsylvania, and are well and favorably known in this city and by the trade as honorable business men.

W. H. SNOWDEN, Manufacturer and Wholesale Dealer in Maple and Walnut Cane Seat Chairs, and Wood Seat Chairs, Warerooms, Nos. 309 and 311 N. Second Street; Factory No. 216 North Front Street.—The oldest and leading exponent of the chair industry in Philadelphia is the house so long and so successfully conducted by Mr. W. H. Snowden, whose spacious warerooms are at Nos. 309 and 311 North Second Street, with factory at No. 216 North Front Street. Mr. Snowden is an extensive manufacturer of and wholesale dealer in maple and walnut cane seat chairs, wood seat chairs, and also bedsteads, cribs and cradles. The business was founded in 1829 by Mr. Benjamin Snowden, who was succeeded by his son, the present proprietor, twenty-five years ago. The building occupied for trade purposes comprises four floors and a basement 40x150 feet each, while the factory is thoroughly equipped with new and improved machinery, operated by steam power, and furnishes steady employment to forty skilled hands. The proprietor knows exactly what the trade requires in all the different sections of the country, and making quality his first consideration, is enabled to retain old customers while constantly making new ones. He has permanently maintained the lead as to prices and quality, and his connections include the leading retail furniture dealers of the United States. A corps of talented salesmen represent the interests of the house in the various commercial centers, and orders of any magnitude are filled with the utmost promptness and care in all cases. His ample resources, perfected facilities and foundation understanding of all the wants and requirements of the trade place Mr. Snowden in a position to offer the most substantial inducements to buyers, as regards both reliability of goods, promptness in filling orders, and liberality of terms and prices, so that business relations once entered into with this old-established and reliable concern invariably prove both pleasant, profitable and lasting. Mr. Snowden is a native of Philadelphia, in the active prime of life, an authority in the furniture trade, and a most valued factor in promoting the industrial and commercial prosperity of the Quaker city.

MCLEAR & KENDALL, Fine Carriages and Road Wagons, Nos. 216 to 220 North Broad Street.—This is one of those widely known and justly famous business houses that have added so much to the name and fame of this city as a great commercial centre. The proprietors are well-known manufacturers of light and heavy carriages of every description, operating a mammoth manufactory at Wilmington, Delaware, the largest of its kind in this section of the country, and have been established in the business since 1862. They give steady employment to three hundred hands at the factory, and their output is one of great magnitude and value. The premises occupied in this city comprise a three-story building, 60x165 in size, supplied with a carriage elevator, and perfect in convenience of arrangement for display, inspection and sale. This splendid building is filled at all times with a class of vehicles suited to the requirements of all sorts and conditions of buyers. The business is conducted at both wholesale and retail, and a general line of fine carriages for pleasure and family use is noticed, in all styles, shapes and patterns, from an ordinary no-top road wagon to an elegantly finished coach; besides coupes, clarences, victorias, landaus, phaetons, rockaways, and other fine vehicles, which are unexcelled in this or any other market for strength, lightness, durability, ease of draft and elegance of finish. A line of harness is also carried which is worthy of the attention of close and careful buyers, being kept up to the highest standard of excellence, and placed to customers at prices which are safe from successful competition. Special attention is given to repairing, and a corps of twenty skilled assistants contribute to the successful operation of this branch of the business. The trade of the house is large and influential throughout the entire United States. The co-partners, Messrs. Henry C. McClear and Casper Kendall, are prominent citizens of Wilmington, and are known and honored in the commercial circles of this city, and throughout Pennsylvania.

MENKE & DEVITT, Importers of China, Glassware, and Fancy Goods, Nos. 902 and 904 Arch Street.—One of the largest and finest establishments in this city devoted to the wholesale and retail china and glassware trade, is that of Messrs. Menke & Devitt, located at Nos. 902 and 904 Arch Street. This house was established in 1880, and now does both an import and jobbing trade of large and steadily increasing proportions. The premises occupied for trade purposes comprise a fine four-story brick building, 52x99 feet in dimensions, elegant in all its appointments and perfect in convenience of arrangement for display, inspection and sale. The stock carried is elaborate and attractive in the highest degree, and one of the most comprehensive of its kind to be found in this city. It embraces artistic pottery, queensware and glassware, brought from nearly every prominent factory in the world. Among the richly-decorated goods, are dinner, breakfast, tea and toilet sets, fine cut glassware, lamps, vases and ornamental pieces in Bohemian glass; and the latest novelties from European manufactories in special sets for oyster, soup, fish, game, fruit entrée, etc.; also artistic pottery for Christmas and wedding presents. Here are also heavy china, stone and earthen-ware and glass, for hotel and steamboat use, as well as the finer goods and ornamental ware for family use, and parian, majolica and fancy articles of every description. The firm has its sources of supply in the various potteries of Limoges, Staffordshire, South Germany, Carlsbad, and the glass factories of Bohemia and Belgium, and their facilities for the procurement of goods in vast quantities and at advantageous rate enable them to readily meet the tastes and requirements of all classes of buyers, and to offer inducements to the trade, as regards both reliability of goods and liberality of terms and prices, which are not to be duplicated elsewhere. The business is wholesale and retail, and they have also the eastern agency of the Sherwood Bros., (Limited) celebrated stoneware, superior to any in the market, and the house is a prime favorite with the trade. The co-partners, Messrs. H. Menke and B. Devitt, are gentlemen of wide acquaintance, large experience and eminent popularity in business circles, and are fully deserving of the esteem and consideration in which they are held in this community.

GEORGE E. CLEMENTS, General Dealer in Fine Furniture, Bedding, Etc., No. 134 North Second Street.—A house comparatively new and already quite popular in Philadelphia is that of Mr. George E. Clements, general dealer in fine furniture, bedding, etc. Mr. Clements is a young man and a native of Lancaster County, this state, and has been a resident of this city since 1879. Having had a wide range of experience in this line of trade he inaugurated this enterprise on his own responsibility in 1888, which at once secured a strong hold on popular favor, which has resulted in a very large and influential trade, both wholesale and retail, and extending throughout Pennsylvania, New Jersey, Delaware and other states. The premises utilized for the business are quite large, handsomely fitted up and supplied with every facility for its prosecution. The stock carried embraces everything in the line of handsome parlor, drawing and reception room, library, hall, dining and bed-room suites in all the very latest and most desirable styles, made of the different valuable woods such as rosewood, ebony, mahogany, French walnut, cocobola, cherry, etc., upholstered in the richest and most unique styles and the productions of the most celebrated manufacturers in the country. He likewise carries an excellent line of sofas, conversation chairs, lounges, buffets, couches, folding beds in every style, mahogany, cherry and upholstered rockers, leather covered suites, and kitchen furniture in all styles. His stock of bedding materials comprises leather beds, hair, husk, moss, excelsior and other matresses, leather pillows, bolsters, down, live geese feathers, etc. These goods are all of the most desirable grades, selected to meet the wants of a first-class trade.

OTTO SCHEIBAL, Picture Frame Manufacturer and Dealer in Fine Art Goods, Etc., No. 16 North Ninth Street.—In the manufacture of frames in which to encase the beautiful works of the painter's brush, the artist's pencil or the engraver's plate, a popular and enterprising house, which for years has maintained a most excellent reputation for the superiority of its productions, is that of Mr. Otto Scheibal, picture frame

manufacturer and dealer in fine art goods, etc. Mr. Scheibal is a native of Austria, and has been a resident of the United States for many years. Having a thorough knowledge and practical experience of many years in this line of business, he founded this enterprise originally in 1874. The premises are spacious and commodious, comprising the first floor of a substantial four-story brick building having a frontage of 20 feet with a depth of 100 feet, which is suitably arranged and with workshop in the rear, in which will be found all the necessary tools and machinery together with a full stock of mouldings of all sizes, styles and materials for picture and mirror frames; and a force of skilled workmen sufficient to meet the demands of the trade at given steady employment. The store is very handsomely furnished and fully equipped with every facility for the transaction of business and the advantageous display of his elegant assortment of wares. The stock embraces a splendid line of oil and water color paintings by some of our most eminent artists, steel engravings, etchings, pastel, crayon and India-ink portraits and sketches, plain and colored photographs of celebrated places and eminent persons; photogravures, astotypes, chromos, isographs, etc. He also carries a splendid line of photograph, autograph and souvenir albums, toilet, jewelry, manicure and other fancy cases, miniature and full size easels and mirrors, etc. The framing of paintings and all works of art receives special attention and the stock of mouldings carried embraces all the very latest and most desirable materials. Old frames are re-gilded, renovated and made to look like new. Prices are extremely reasonable and customers can rely implicitly upon all representations that are made.

ALFRED DAY, Manufacturer of and Dealer in Advance Clothes Dryers, Folding Clothes Horses, Ladders, Folding Lap Boards, Etc., No. 139 North Sixth Street.—A progressive and reliable business house is that now conducted by Mr. Alfred Day, manufacturer of and dealer in Advance clothes dryers, folding clothes horses, folding wash benches, step ladders, folding lap-boards, and all kinds of novelties in wood for household use. This establishment was organized in 1880 under the firm style of Fellows & Day, who dissolved partnership on January 1, 1880, since which date the business has been continued by Mr. Day. This gentleman is a native of Maine, where the factory is located. The Philadelphia establishment consists of a store and basement, each 25x125 feet in dimensions, and the premises are tastefully fitted up and admirably arranged throughout. The stock carried is a most extensive and varied one, and embraces hammocks, chairs, step ladders, clothes dryers, folding wash benches, folding clothes horses, clothes dryers and an almost endless assortment of novelties in wood. The trade is of both a retail and wholesale character, but chiefly wholesale, and the goods of this establishment have gained a high reputation with the trade everywhere owing to their uniform excellent quality and reliability. The trade extends to all parts of the United States, and a large and growing export business is done with South America, Mexico, etc.

SAMUEL S. MAKER'S Central Engraving Office, No. 706 Market Street.—Mr. Samuel S. Maker occupies a leading position among the engravers and manufacturers of stencils, rubber stamps, etc., in this city. He began business in the same block in which he is now located in 1864, and has occupied his present premises for the past two years. The premises are commodious, well adapted for the business to which they are devoted, and are thoroughly equipped with the newest and most efficient machinery and other appliances for the successful carrying on of the trade of the establishment, which consists of superior engraving in the most artistic style on jewelry and silverware, umbrellas, walking sticks, band instruments, door plates and name plates of all kinds, and metal goods of every description; and the manufacture of seals for societies, banking firms, corporations, etc., key and baggage checks, steel stamps and burning brands of all kinds, stencils of every description, rubber band stamps in different sizes and styles for marking clothing, etc., and an indelible marking ink that never fails. Mr. Maker does all kinds of work in the lines mentioned for the trade. It is, of course, unnecessary to allude to Mr. Maker's high standing in this community both as a business man and native citizen.

G. A. BISLER. Manufacturer of Paper Boxes of all Kinds, Patent Shelf Boxes, Novelties for Fine Confectioners, Stationery Boxes and Button Cards, Nos. 328-330 Julianna Street.—No articles manufactured enter more directly into the uses of all branches of business than paper boxes, and in no other country have their improvement and perfection been so thoroughly attained as in the United States. The vicinity of Philadelphia is a large consumer of paper boxes, and in this important and progressive industry a foremost position must be accorded to the representative house of Mr. G. A. Bisler, located at Nos. 328 to 330 Julianna Street. This gentleman is an extensive manufacturer of paper boxes of all kinds, patent shelf boxes, novelties for fine confectioners, stationery boxes and button cards, and has been established in the business here since 1873. The premises occupied for manufacturing and trade purposes comprise a fine three-story and basement building, 40x100 feet in dimensions, which is fully supplied with the latest improved machinery and appliances known to the trade. Mr. Bisler is thoroughly expert in all the details of the business to which he devotes his close personal attention, and is noted in the trade for his enterprise in adopting every improvement that will combine quick production and economy without in any way lessening the good qualities of the product. As a consequence the reputation of this house for originality of design and first-class workmanship is unequalled in the trade. A specialty is made of manufacturing shelf boxes of Mr. Bisler's own patent, which have given this house a wide celebrity and greatly increased its trade. Special attention is also given to all kinds of artistic work for confectioners' boxes, and to the production of sample cards. A force of one hundred and fifty skilled hands is constantly employed, and the goods are in heavy and influential demand throughout all the middle and eastern states. Orders by mail, telegraph and telephone are promptly filled, and prices are placed at the lowest point of moderation. Mr. Bisler is a native of Germany, a resident of this city for thirty-five years, and one of the enterprising, progressive and successful manufacturers of the Quaker City.

HOVEY & CO. Manufacturers of the Patent Shoe and Carriage Paste, also, Paste for Bookbinders, Paper Boxes, and Paper Hangers, No. 146 Bread Street.—The increased demand that has grown up of late years among shoe and carriage, harness and saddling manufacturers, for an improved quality of paste has resulted in placing upon the market a very superior preparation of the character indicated. And right here it may be observed that an exceptionally meritorious production in the line of paste for these purposes is manufactured in this city by Hovey & Co., No. 146 Bread Street. This firm are manufacturers of patent shoe and carriage paste of a most superior kind, and the only article of paste made in the country having an admixture of gum, giving it extra adhesiveness, and containing other compounds that free it of objections common to paste, and making it practically without fault for leather work. While this firm are especially noted for their shoe and carriage paste, they also make a paste for bookbinders, paper hangers, paper box-makers, etc., which for general excellence are unsurpassed, if indeed equalled, by anything of the kind made in the country to-day. Their productions are, in fact, conceded to be the ne plus ultra in paste, and of their merit no more unflinching criterion could be asked than the enduring hold the article has secured on favor through the country. The premises occupied as factory and saleroom are ample and well equipped, and several hands are employed. The firm manufacture everything in the line of paste, and keep on hand always a large and complete stock, while they are agents likewise for Harper's steam tube cleaners, for tubular boilers and all orders for anything in their line are promptly and reliably attended to. Mr. J. G. Hovey, who is the sole proprietor, has been in Philadelphia since 1879. He started this thriving enterprise nine years ago, at the present location, and the positive and permanent success that has attended the venture from its inception abundantly attests the superiority of the articles manufactured.

J. CLARK THOMPSON. Book, Card and Job Printer, No. 29 South Sixth Street, (near Chestnut Street).—Among the old time printing houses in Philadelphia connecting the past with the present is the one located at No. 29 South Sixth

Street, near Chestnut street, conducted by Mr. J. Clark Thompson. Mr. Thompson's uncle, together with a Mr. Garden, under the style of Garden & Thompson, started the business away back in 1828 near Second Street and Carter's Alley, and here it was continued several years when it was removed to southeast corner of Second and Market Streets and passed into the hands of Mr. John Perry who purchased the business from the founders, and subsequently he sold out to Mr. E. Smith. The latter was succeeded by Samples & Thompson, who in 1845 removed to southwest corner of Seventh and Market Streets, to the building in which Thomas Jefferson wrote the Declaration of Independence. On the dissolution of this partnership, Mr. David E. Thompson undertook the sole control of the business until the fall of 1867, when he was succeeded by his brother J. Clark Thompson, who removed to No. 29 South Sixth Street, in November, 1869, and has since maintained it. By strict attention to the requirements of the trade and the demands of his customers he has built up a fine reputation for first-class work. He occupies the third floor of the building and this has a capacity of 25x100 feet. Four job presses, cutting machine and other mechanical appliances are in constant service; there is an ample stock of modern, plain and fancy types, and other general equipments essential to a first-class printing establishment; and every facility is possessed for turning out all printing orders, small or large, at short notice and in the highest style of the art. An adequate staff of skilled and experienced operatives are in constant service, and only the finest class of work is permitted to leave the establishment. Job printing of every description is executed with promptitude and economy, and the establishment is noted for honorable dealing. Mr. Thompson has had forty-five years' practical experience as a printer, and is an expert in the craft. He is tasteful, vigorous and pushing in all work entrusted to him, and is courteous and obliging in disposition. He was born in this city, and has hosts of friends and acquaintances.

THOMAS J. MYERS. Wall Papers, Wholesale and Retail, No. 1210 Market Street.—Art in paper hangings and mural decorations is as surely existing at the present time among civilized and refined nations as it was during the palmiest and most successful days of ancient Athens, and the highest degree of artistic taste and practical skill is called into requisition by the manufacturers of wall paper to secure complete effects. This statement is clearly verified by a visit to and an inspection of these goods to be found at the various establishments engaged in their manufacture or sale. Among such closely identified with this industry in Philadelphia and worthy of more than passing mention in these pages is that of Mr. Thomas J. Myers, wholesale and retail dealer in wall papers, paper hangings, etc. Mr. Myers was born in Hollisterville, this state, and has been a resident of this city since 1853. Having acquired a full and complete knowledge of this line of mercantile life, he inaugurated this enterprise in 1858 which at once met with popular favor among the trade and general public, resulting in a very large and influential trade, such as is not often accorded to much older houses in the same line of business, and bids fair to increase to still greater proportions and importance. The store occupied is spacious and commodious, comprising an entire second floor, easy of access and having a frontage of 29 feet with a depth of 80 feet and is suitably arranged with special reference to the trade, which is both wholesale and retail, and extending throughout the entire city and state. The stock carried is full and complete and embraces all grades of foreign and domestic paper hangings, including gold and silver, highly colored and tinted parlor and drawing room papers, special designs for libraries, dining rooms and halls, in imitation of embossed leather, lucrista, waltou, carved oak, walnut and other woods, plain and embossed flock, with beautiful dials, friezes, centre pieces, borders, mouldings, etc., to match, while extremely fine effects can be obtained from among the less expensive varieties. Mr. Myers' connections with manufacturers and importers are such that he is enabled to offer unsurpassed inducements to dealers and general buyers while the superiority of his goods is conceded by all who have inspected them carefully. He is an amiable, courteous gentleman, thoroughly experienced and devotes his entire attention to the best interests of his patrons by securing the very latest and most approved novelties in his line as soon as placed on the market and at prices which cannot be duplicated very easily elsewhere.

STAMBACH & LOVE, Plumbers' Supplies and Sanitary Specialties, Nos. 50 and 52 North Seventh Street.—The great variety of goods and specialties now manufactured for plumbers' and sanitary purposes presents an interesting study. A representative and thoroughly enterprising house engaged in this growing and important industry is that of Messrs. Stambach & Love, located at Nos. 50 and 52 North Seventh Street. This firm are extensive manufacturers of a line of plumbers' supplies and sanitary specialties which are held in great favor with the trade throughout the entire United States, and have been established in the business here since 1877. Their warehouses on North Seventh Street comprise a four-story building, 43x100 feet in dimensions, giving an abundance of room for supplying the most extensive demand. The range of manufacture embraces everything used by a plumber, while the leading specialties include an assortment of stone sinks, bath tubs, basins and bowls which bear such a character for durability, utility and excellence as to command universal admiration and widespread patronage. The goods of this house go to all parts of the country, and are in permanent and increasing demand wherever once introduced and tested. A splendid and comprehensive stock is constantly carried, to the end that no delay may be experienced in the filling of orders, while the rarest inducements are offered to the trade as regards liberality of terms and prices. These facts, coupled with the reliability that can be placed upon all dealings and representations of the firm, serve to entitle the house to universal respect and confidence. The co-partners, Messrs. S. P. Stambach and Robert Love, are native Pennsylvanians, standing high in the industrial and trade circles of this city, and richly deserving of the large measure of success and popularity they now enjoy.

PEOPLÉ'S MUTUAL LIVE STOCK INSURANCE COMPANY, of Pennsylvania: Home Office, Fifth and Locust Streets, J. L. Keebler, President.—This successful and reliable company was duly incorporated in 1884, under the laws of Pennsylvania, for the purpose of insuring the lives of horses and mules. The People's Mutual Live Stock Insurance Company has been ably managed, and has already paid since its organization, losses amounting to upwards of \$185,000. The company has branches at Pittsburgh, Washington, Baltimore, and Nashville, and conducts business throughout the southern and central states. Horses and mules are insured against all risks, and the company having its own veterinary staff, treats sick animals of its insurers free. The following gentlemen, who are widely and favorably known in business circles for their enterprise and just methods are the officers: J. L. Keebler, President; Wm. Griffiths, Vice President; M. E. Rankin, Secretary and Treasurer; R. G. Rankin, Jr., Joshua Griffiths, Gen'l Managers; C. H. Middleton, Inspector; T. S. Allen, M. D. V. S. Veterinary. From its incorporation down to the present time, the company has enjoyed such uniform success, returning to its members a far greater percentage of its income than any other company, that it has gradually gained upon public confidence and favor, until it is not too much to say that the People's Mutual Live Stock Insurance Company, of Pennsylvania, now holds first place among insurance companies of its class.

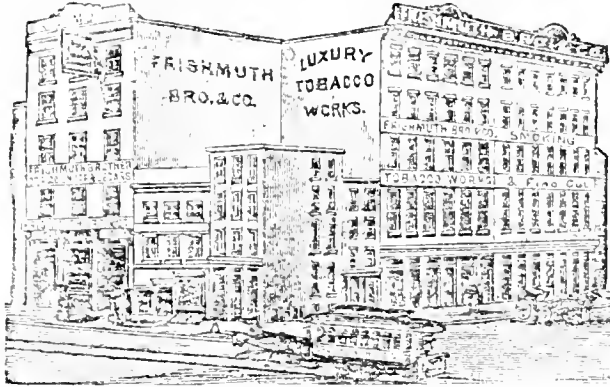
MCNEELY & CO., Manufacturers of Morocco and Kid, South-west Corner Fourth and Arch Streets.—The oldest established and most noted house in the state of Pennsylvania, extensively engaged in the manufacture of morocco and kid, is that of Messrs. McNeely & Co., whose salesroom is located in Philadelphia, at South-west Corner Fourth and Arch Streets. McNeely & Co's., factories embrace nearly three fourths of a block on Girard Avenue at Fourth, Canal and Charlotte Streets in the 16th ward, and also in the 19th ward, covering an area of 200 feet in width and running from Fifth to Seventh Streets, being connected by a bridge crossing on Randolph Street, above Columbia Avenue, and it likewise has branches in Boston and Rochester. This business was established in 1803 by Geo. Wilson Doyle & McNeely, at Fourth Street and Girard Avenue, who were eventually succeeded in 1865 by the present firm. The co-partners, Messrs. Chas. W., Robert K., and Wm. T. McNeely have had long experience, and possess an intimate knowledge of every detail of the production of morocco and kid, and the requirements of the most critical manufacturers. The factory is the largest of its kind in the world.

The various departments are admirably equipped with the latest improved machinery, apparatus and appliances known to the trade. Here 450 skilled operatives are employed, and the machinery is driven by a powerful steam engine of 300 horse power. Messrs. McNeely & Co., manufacture largely all kinds of morocco and kid, and their trade is by no means confined to the United States and Canada, but extends to all parts of the world. The morocco and kid of this house are general favorites with the trade. The firm fill orders promptly and carefully at the lowest ruling market prices, and fully warrant all goods to be exactly as represented. Their trade is steadily increasing, owing to the superiority of their productions. Messrs. Chas. W., Robt. K., and W. T. McNeely are all natives of Philadelphia, and are enterprising and honorable manufacturers, who have added materially to the resources of the flourishing city of Philadelphia and in doing this they take great pride.

WALLER & CO., General Passenger Agents, No. 337 Walnut Street.—This widely known and reliable passenger agency was established in Philadelphia twenty years ago by Mr. W. H. H. Waller, who still conducts it as the present proprietor. The offices, which are spacious and convenient, are located at No. 337 Walnut Street. Mr. Waller is the Philadelphia passenger agent for the following first-class steamship companies, viz: The Anchor Line of U. S. mail steamers sailing between New York and Glasgow, Londonderry and Liverpool via Queenstown; Union Line, U. S., and royal mail steamers, sailing weekly to Queenstown and Liverpool; Wilson Line sailing between New York and London, and New York and Hull; the National Line sailing between New York, Queenstown and Liverpool, and the Hamburg American Packet Line sailing between New York and Hamburg. Mr. Waller issues tickets for intending passengers by any of the above named lines at the lowest possible rates for either cabin or steerage. He likewise sells through tickets to any place in Europe, and from any place in Europe to any station in America. Prepaid tickets by some of the above lines are good for one year, and if not used can be cancelled and money refunded. Mr. Waller also issues letters of credit and drafts for any amount payable at any leading city in Europe and also undertakes the shipping of freight at low rates. The proprietor is a native of Philadelphia. He is highly regarded in business circles for his promptness, energy and integrity, fully meriting the extensive and influential patronage secured in this important business. Intending passengers and tourists should call at Waller & Co's office, where they will obtain every information relative to rates of passage, sailing days, etc., and any and all questions are cheerfully answered.

EMERSON E. MCCARGO, Sole Eastern Agent for Pittsburgh Steel Works, Keystone Brand Crucible Steel, No. 25 North Fifth Street.—This gentleman is the sole eastern agent for the Pittsburgh Steel Works, which has a national reputation as manufacturers of the keystone brand of crucible steel, and makes a leading specialty of fine tool steel. Mr. McCargo has had an experience of fifteen years in the business, and possesses a foundation understanding of all the needs and requirements of the steel trade. He carries a full and complete stock of fine tool steel at his spacious warehouses, and supplies the trade throughout Pennsylvania, New Jersey, Delaware and all the eastern states, in quantities to suit and at the shortest possible notice. Special steels are furnished to order, and the stock embraces sheet steel, saw steel, safe steel, trowel steel, steel forgings, crank pins, piston rods, planer heads, machinery steel, cutlery steel, horse rasp steel, auger bit steel, spindle steel and spring steel. The keystone crucible tool steel is suited for all purposes requiring uniform and reliable steel, such as turning tools, taps, dies, drills, punches, shear knives, cold chisels, or edge and machinists' tools generally, and for mining and quarrying purposes. The "special" crucible tool steel is made expressly to meet the demands for an article of superior fineness and durability, for all purposes requiring the very finest quality of steel. These valuable specialties are offered to the trade by Mr. McCargo at prices lower than an equal quality can be obtained elsewhere. Mr. McCargo is a native Philadelphian, noted for his large business experience and capacity and is respected by all who have had dealings with him.

FRISHMUTH, BRO., & CO., Manufacturers of Fine Cut and Smoking Tobacco, No. 151 North Third Street.—The trade in fine cut and smoking tobacco has assumed proportions of great magnitude in the city of Philadelphia. A representative and the oldest house in the state, actively engaged in this steadily growing industry, is that of Messrs. Frishmuth, Bro., & Co., whose store is located at No. 151 North Third Street. The firm's factory, which is one of the best equipped in the United States and furnishes constant employment to 100 skilled operatives, is situated at Nos. 219 to 225 Quarry Street. The machinery is driven by a superior 125 horse power steam engine, and the daily output amounts to 5000 pounds of fine cut and smoking tobacco. This business was established in 1820 by Jacob Frishmuth,



the grandfather of the present proprietors. He was succeeded by Jacob Frishmuth & Son, and eventually in 1872 the present firm of Messrs. Frishmuth, Bro., & Co., assumed the management. The co-partners Messrs. J. C. W., and E. H. Frishmuth have had great experience in the manufacture of fine cut and smoking tobaccos, and are thoroughly conversant with every detail and feature of this important industry, and the requirements of jobbers, dealers and a critical public. The firm's tobaccos are absolutely unrivalled for quality, purity, flavor and general excellence and have no superiors in this or any other market, while the prices quoted necessarily attract the attention of close and careful buyers. Messrs. Frishmuth, Bro., & Co., manufacture their tobaccos without any aid except machinery, and use no flavoring or chemical. Their special brands are known as "Luxury" and the "Poor Man's Friend." These tobaccos have been before the public for upwards of half a century, and are put up in five and ten cent packages. The firm promptly fill orders at the lowest possible prices, and their patronage which now extends throughout all sections of the United States and Canada is steadily increasing, owing to the superiority and reliability of their tobaccos, which are general favorites with the trade and public wherever introduced, always commanding a rapid sale. Both Messrs. J. C. W., and E. H. Frishmuth are natives of Philadelphia, where they are highly regarded in business circles for their skill, energy and integrity. During the civil war Mr. J. C. W. Frishmuth served for eleven months in the Pa. Vol. Battery (Reserves), and was noted for his devotion to the cause of the Union.

G. MILLER & SONS, Wholesale Shoe Manufacturers, Nos. 215 and 217 North Third Street.—There is no branch of industry in the whole category that makes up a thorough mercantile system, that is of greater importance to the community, than that devoted to the manufacture of shoes. Philadelphia is well represented in this line of production and among the houses of the kind none bears a better or more creditable reputation than that conducted by Messrs. G. Miller & Sons, at Nos. 215 and 217 North Third Street. The house was founded in 1879 by Messrs. G. Miller & Co., the present firm being formed in 1882, and since the inception of the enterprise it has gradually emerged into an extensive manufacturing trade, requiring the employment of a large number of operatives, and involving the outlay of a large amount annually. The extensive premises occupied consist of the two second floors with the dimensions of 20x20 feet, and the entire

place is admirably equipped with superior machinery and all appliances adaptable to the industry. Here is carried on upon an extensive scale, the manufacture of ladies', misses', and children's machine-sewed boots and shoes, especially adapted to the custom trade, the goods being of medium and fine grades. All the operations are conducted with the greatest skill and dexterity by competent workmen, superintended by the heads of the house, whose experience in this and in the selection of stock, has given a reputation to the goods manufactured which cannot be surpassed. A heavy stock is constantly carried, and the trade is supplied upon the most advantageous terms. The senior member of the firm, Mr. G. Miller, is a native of Germany, but has been a respected citizen of Philadelphia for the past thirty-eight years. His sons, Messrs. Henry and Chas. Miller, were born in this city, and are popularly known here. All three gentlemen are practical, expert shoemakers, and they justly take pride in steadily maintaining their products at the highest plane of efficiency and excellence.

CURREY & TRESTER, Wholesale Dealers in Fish, Oysters, Etc., Nos. 323, 325 and 327 Pier 19, North Delaware Avenue.—Supplying the trade and shipping fresh fish and oysters forms one of the most important among the various industries of Philadelphia which is well represented by Messrs. Currey & Trester, whose office, fish house and dock is at Pier 19, North Delaware Avenue. This firm has been established in the business upwards of ten years, Mr. C. G. Currey having had some fifteen, and Mr. J. L. Trester, thirty years experience, and are fully conversant with its every detail and the requirements of the customers. The connections of the firm are large and widespread and as consignments from the east and from the rivers and bays and lakes are constantly coming in orders can be filled in the most satisfactory manner. Fresh fish including halibut, herring, mackerel, trout, white fish, perch, shad, catfish, etc., and also Maurice River Cove and Delaware and Chesapeake Bay oysters are always to be found here when in season of the best quality which are supplied at the very lowest market prices. Every convenience is provided for conducting the business on a large scale and ten assistants are kept constantly employed about the premises. Both members of the firm are native Philadelphians and are held in high regard for their enterprise and just business methods and energy and enjoy the confidence of all with whom they have business relations. They are among the most prominent of the wholesale commission merchants in fish in the locality in which they do business and command a large, influential, permanent class of customers. They are prompt and reliable in their dealings with consignors and never fail to make prompt, correct returns.

ROBERT ROLLISON, Wood Turner and Manufacturer and Wholesale Dealer in Wooden Ware, Willow-Ware, Brooms, Oil Cloth, Looking Glasses, Etc., Office and Warehouse, No. 330 North Second Street.—One of the largest and foremost concerns engaged in the production and wholesale handling of wooden ware, baskets and kindred articles in this city is the well known establishment of Robert Rollison, wood turner, also manufacturer and dealer in wooden and willow ware, brooms, oil cloth, etc., whose office and warehouse are located at No. 330 North Second Street, with factory at No. 930 North Third Street. This flourishing business was established in 1870 by the gentleman whose name heads the sketch, and during the nineteen years of its existence has been conducted with uniform success. From the first the trade of the house has been growing and extending until it has attained very substantial proportions, the total annual sales reaching a handsome figure. The factory and premises occupy the whole of a four-story and basement building, 25x100 feet in dimensions, with ample and complete facilities, and a large number of hands are employed. The salesrooms are commodious and well arranged, while an extensive and first-class assortment is constantly carried in stock, comprising everything comprehended under the general head of wooden ware, plain and fancy baskets, willow stands, baby carriages, toy wagons, brooms and brushes, step ladders, oil cloth, looking glasses, clothes wringers, sweepers and household specialties in great variety; and all orders receive immediate attention. Mr. Rollison is a gentleman of middle age, and is a Philadelphian by birth.

WANDO PHOSPHATE COMPANY, of Charleston, S. C. Charles Richardson, Proprietor. Philadelphia office, No. 203 Walnut Place.—Fertilizers at the present day have revolutionized the mode of agriculture, as thoroughly as steam and electricity have changed transportation and commerce. A barren soil can now be changed into one of exceptional productiveness, through the judicious application of those elements of plant food that are wanting in it. It should, however, be stated distinctly, that the principal element in the soil that the farmer needs to replace is soluble phosphoric acid, of which all crops require a large supply, and this can only be done by the use of suitable fertilizers, obtained from reliable and representative houses, which have gained an honorable reputation in this trade. Prominent among the number thus referred to, is the Wando Phosphate Company, of Charleston, S. C., whose Philadelphia office is located at No. 203 Walnut Street. The stock of this company is now the property of Mr. Charles Richardson, who purchased it in 1885. Mr. Richardson has had twenty-five years' experience in the manufacture of fertilizers, and possesses an intimate knowledge of this important industry, and the requirements of farmers and agriculturists in all sections of the United States. The works of the Wando Phosphate Company, which are fully equipped with the latest improved apparatus and machinery, turn out 20,000 tons of fertilizers annually. The fertilizers manufactured by this company are carefully prepared from elaborate analyses to meet a large felt want, and are absolutely unrivalled for quality, reliability and general excellence, while the prices quoted necessarily attract the attention of prudent farmers and planters. The trade of this company now extends throughout the eastern, middle and southern states. Mr. Richardson was born in Maine, but has resided in Philadelphia for the last forty years, where he is highly esteemed in business circles for his enterprise and integrity. He is a director of the National Bank of the Republic, and is one of our public spirited and influential citizens.

LARATA. Old Established Trunk Stand, No. 612 Chestnut Street.—Mr. L. Arata, of No. 612 Chestnut Street, is at the head of an old established business concern, and is engaged in manufacturing a substantial, elegant and handy line of traveling trunks, bags, satchels, etc. The history of this house stretches back to the year 1832, when the enterprise was founded by Messrs. Hickey & Toll. On the death of Mr. Hickey the business passed into the hands of Mr. Benjamin Andrews, who continued it until his death in 1879, when he was succeeded by Mr. L. Arata, who has fully sustained the high reputation the house has long borne for producing and handling first class goods, rigidly adhering to liberal and honorable business methods, and promptly executing all orders. Mr. Arata brings to bear in the management of the "Old Trunk Stand," as this house is popularly called, a wide range of practical experience, he being an expert trunk maker. Born in sunny Italy, he has resided in Philadelphia since 1850, and he has become known as one of the most popular and successful business men in his line in the city. He occupies commodious premises, the salesroom being 30x100 feet in dimensions, and here trunks, valises and bags are arranged in charming variety, and are offered at prices which commend them to all who seek genuine, reliable, substantial, neat goods at reasonable prices. The trade, which is of a retail character, extends throughout the city and vicinity, and is yearly showing an increase in the volume of trade. Mr. Arata gives special attention to the repairing of trunks. He has built up an excellent reputation for fair and square dealing, and his patronage is drawn from the best classes of the community.

JOHAN M. MELLOY'S SONS, Manufacturers and Wholesale Dealers in Plain, Japanned and Stamped Tin Ware, House Furnishing Goods, Etc., No. 929 Market Street.—It is interesting to note that tin, which is now of such general application in the useful arts, was known to the ancients, its utility having been discovered almost with the dawn of recorded existence. The great use of tin at the present time in manufacturing articles of domestic economy is well known to all; it is of value, however, to know something of those manufacturers who have been most instrumental in devising new and improved utensils made from tin, for domestic and other purposes. Occupying a

foremost place in this regard is the house of John M. Melloy's Sons, of No. 929, Market Street, which for forty years has been an acknowledged leader in its special department of industry. The business was founded in 1849 by Mr. John M. Melloy, and was conducted by him until his sons were admitted to partnership and the present firm name was adopted. The members of the firm, Messrs. John M. Melloy, George D. Melloy, James B. Melloy and J. Frank Melloy, are all natives of this city, and are well known for their business energy and enterprise. The firm occupy a spacious store, with basement, the dimensions being 23x200 feet, and the place is fitted up in the most tasteful and creditable manner. Their factory is equipped with the most modern appliances and machinery, and employment is found for some half-hundred skilled hands. The Messrs. Melloy are manufacturers of plain, japanned and stamped tin ware of every description for household use and other purposes. To mention in detail the varieties of styles of goods turned out by this house would be impossible in this brief article, but suffice it that the assortment is multitudinous, and the goods are all made in a reliable, workman-like manner. Both a wholesale and retail trade is supplied, and the long established connections of the firm enable them to meet the wants of their patrons on the most favorable and satisfactory terms.

F. DODD & CO., Practical Hatters, No. 126 North Ninth Street.—Among the leading representative hatters of Philadelphia must be named Messrs. F. Dodd & Co., who have enjoyed a large measure of success and popularity since they first began business in 1872 at No. 27 South Tenth Street. The premises now occupied are at No. 126 North Ninth Street. This is one of the best patronized establishments in its line hereabouts. This is partly owing to the personal popularity of its founder and proprietor, and partly to his thorough knowledge of the hatter's trade, with which he has been connected from his youth. This experience enabled Mr. Dodd to commence business with an intimate acquaintance with the requirements of jobbers and retailers and the public. The premises occupied are commodious and comprise a well appointed salesroom and thoroughly equipped manufacturing department, provided with all necessary tools and appliances pertaining to the trade. The salesroom is very elegant and attractive in its arrangement, fixtures and superb stock, which embrace every description of men's, youths', boys' and children's hats and caps, furs, umbrellas, etc. He carries a splendid variety of these articles, all of which are representative of the prevailing fashions. He makes a specialty of manufacturing silk hats to order, and those who are seeking to do business with a hatter who knows his business cannot do better than step around and see what Mr. Dodd has to offer. He is a native of London, having learned the trade under, and worked for the well-known firm of Lincoln & Bennett. Mr. Dodd has a very large personal trade for special and curious shaped heads and faces of which he has made a study for years.

W. BAILY GOODALL, Diamonds, Fine Watches, Jewelry and Silverware, No. 620 Market Street.—A leading jewelry establishment in its section of the city, and the oldest of its kind on that busy thoroughfare Market Street, is the one conducted by Mr. W. Baily Goodall, at No. 620. The business was started in the year 1838 by Mr. William Baily, who continued it until 1863, when he was succeeded by his son, Mr. T. W. Baily, who had associated with him in the business his nephew, Mr. W. Baily Goodall. In 1873 the latter became the proprietor, and he has developed an extensive trade. The store has a frontage of twenty-five feet and a depth of sixty feet. It is handsome and attractive, and is neatly fitted up with plate glass show cases and ornamental counters and cabinets for the display of the choice and well selected assortment of every description of fashionable jewelry, which is shown in all the newest and latest styles and designs. The stock also embraces a fine assortment of gold and silver watches of foreign and domestic manufacture, clocks in great variety, silver and plated ware, diamonds and other precious stones, eye glasses, spectacles, etc., and a great variety of articles of virtue and decoration, unique, elegant and rich, suitable for presents for all occasions. Mr. Goodall is a practical proficient in his business, in which he has had an extended experience.

JOHNS PARKER MANUFACTURING COMPANY, Manufacturers of Elastic Surgical Hosiery, No. 20 South Eighth Street.—A representative establishment in its special line is that of the John Parker Manufacturing Company, which is prominently known as one of the leading concerns of the kind in the country engaged in the manufacture of elastic surgical hosiery. Mr. John Parker from whom the company receives its name, and the founder of the business, came to the United States from England over sixty years ago, and settled in what is now the flourishing city of Allegheny. He was one of the first settlers in that section and very prominent in the community. About 1850 he came to Philadelphia, and was the first to engage in the manufacture of surgical hosiery in the city and is probably the best known man in the business in the country. He is eighty-three years of age, and still hale and hearty, and very active in business affairs. His whole life has been devoted to perfecting special elastic bandages and appliances and it may be safely said that he has succeeded in attaining the very best results in this direction. In 1883 his nephew, Mr. Benjamin P. West, became associated with him and under the present name and style the business has since been increased and the operations extended. The premises occupied at No. 20 South Eighth Street, second floor, are well equipped, and every facility and convenience is provided for the production of elastic hosiery of all kinds, and knee caps, belts, bandages, etc., and also the genuine "J. P." suspensory. Particular attention is given to making specials to order promptly and accurately. The success which has attended this establishment is the best possible tribute to the genius and skill of its founder who has a wide acquaintance among surgeons and physicians in this city and vicinity and has achieved a national reputation in his special important line of manufacture. Orders from any part of the country are promptly filled and full satisfaction is guaranteed and given.

A. & H. MYERS, Wholesale Dealers and Distillers of Pure Whiskies, No. 313 North Third Street.—Some dealers and distillers there are who still adhere to honorable methods handling and producing nothing but thoroughly pure and first-class goods, and among those referred to A. & H. Myers, sole proprietors of the celebrated Schuylkill whiskies, No. 313 North Third Street, this city, stand conspicuously in the front, owing to the uniformly high standard of excellence at which their productions are maintained. The whiskies of this widely known firm are of exceptional merit, being noted for their purity, quality and flavor, and have secured an enduring hold on popular favor throughout the entire country, the gold medal being awarded their Schuylkill Pure Malt Whiskey, at the World's Exposition at New Orleans, 1885. This flourishing firm was established in 1871, and the unequivocal success that has attended the venture from its inception amply attests the superiority of these whiskies, as well as the energy and sagacity displayed in the management of the business. They occupy as warehouse the whole of a five-story and basement structure, 25x125 feet in area, with ample and complete facilities, and an efficient staff is employed in the establishment, while branch offices are maintained also in New York, Boston, Washington, Baltimore, Hartford, Savannah, New Orleans, Memphis, San Antonio, Dallas, and Houston, Texas. A heavy and a No. 1 stock is constantly carried on hand, including besides the Schuylkill whiskies, also fine old Monongahela whiskey and other choice brands, in barrel, all orders being filled in the most prompt and reliable manner; and the trade of the house, which is of a most substantial character, extends all over the United States and Mexico, with some export also. The Messrs. Myers are gentlemen in the prime of life, and Virginians by birth, and have resided in Philadelphia some twenty years. They are men of entire probity in their dealings, as well as energy, enterprise and experience, and maintain an A1 standing in the trade.

JOHNS WOLTJEN, Foreign Exchange, Insurance, Stock and Bond Broker, Room 73, No. 119 South Fourth Street.—In taking account of the representative establishments of Philadelphia we find many equal in every respect to similar concerns in any other city of the Union, and among these is the widely known financial brokerage house of Mr. John Woltjen, who is a general insurance, stock and bond broker and dealer in foreign exchange. He embarked in business nineteen years

ago, and since then he has made such connections all over this country and Europe that he is enabled to issue bills of exchange and letters of credit on all parts of the old world. He has an accurate knowledge of foreign bonds and other securities and their market values, and makes a specialty of purchasing them at the prevailing market rates. Mr. Woltjen also does a large business as insurance broker in fire, fire and marine insurance. He is personally acquainted with many of the most prominent officers and managers of the leading insurance companies, and is enabled to effect policies at the lowest possible rates. In this department he has a very substantial and extensive patronage among the principal property owners and merchants in the city and populous suburbs. He is a prominent and esteemed member of the Philadelphia Stock and Petroleum Exchange, and has a most enviable reputation for honorability and square dealing throughout the community. Mr. Woltjen was born in Germany, and left his native land for America thirty years ago, and since then has been a permanent resident in Philadelphia.

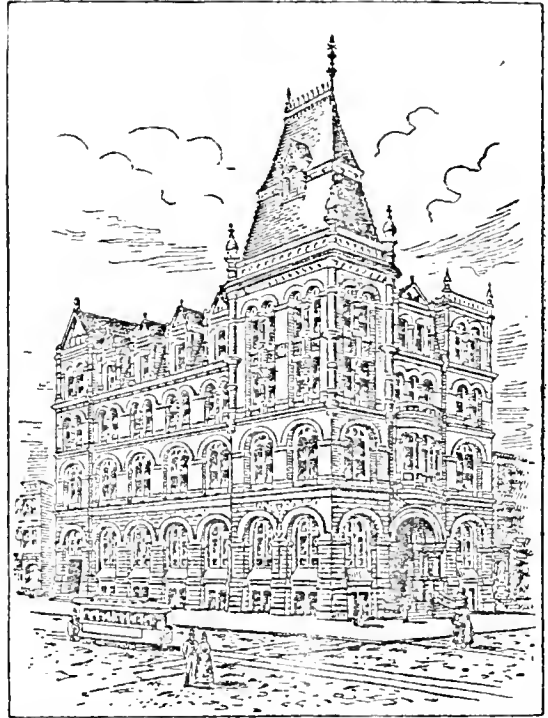
GILBERT & WEINERT, Commission Merchants and Dealers in Fruit and Produce, Southwest Corner Front and Vine Streets.—Few among the vast and varied interests contributing to the general sum of commercial activity to-day in Philadelphia are of greater importance than the wholesale fruit and produce trade. The transactions in domestic products alone reach immense magnitude, and represent millions of dollars annually, while the volume of business grows apace with years. Among Philadelphia's leading and responsible houses engaged in this line may be mentioned the well and favorably known concern of Gilbert & Weinert, commission merchants for the sale of foreign and domestic fruits, berries, vegetables, etc., and general wholesale produce dealers, southwest corner Front and Vine Streets, and which is one of the most solid and successful firms that have come into prominence of late years in this city. They occupy an entire 25x80 four-story building, where they carry on hand always an extensive and finely assorted stock, which includes apples, oranges, lemons, onions, etc., also grapes, melons, peaches, pears and everything in the fruit and berry line in their seasons, receiving large consignments regularly. This enterprising and flourishing firm was established in 1881, and its career from the start has been a history of steady progress, building up a large and substantial trade. Messrs. Frank A. Gilbert and Wm. Weinert, who compose the firm, are gentlemen in the prime of life and natives of this city. They are men of thorough experience in the fruit and produce business as well as of energy and sagacity, and are well known members of the Produce Exchange.

MERION IRON COMPANY, Manufacturers of Pig Iron, Office, No. 209 Walnut Street.—The works of this company, which are known as the Merion and Elizabeth Furnaces, are situated at West Conshohocken, Pa., with offices at No. 209 Walnut Place. The various departments are equipped with the latest improved apparatus, appliances and machinery, necessary for the successful conduct of the business, and 250 workmen are employed, who turn out weekly 600 tons of the finest pig iron. This business was established in 1817 by Stephen Caldwell, who built the Merion furnace. The property was eventually purchased by J. B. Morehead & Co., in 1857, who built the Elizabeth furnace. In 1876 the Merion furnace was rebuilt, and in 1883 the Merion Iron Company, was duly incorporated under the laws of Pennsylvania with a paid up capital of \$200,000. The following gentlemen, who are widely and favorably known in manufacturing and business circles for their enterprise and just methods are the officers and directors, viz: J. B. Morehead, president; E. B. Bruce, secretary and treasurer; J. B. Morehead, G. C. Thomas, J. Cooke, Jr., Chas. H. Morehead and E. P. Bruce, directors. The forge and foundry pig iron manufactured by the Merion iron is unrivalled for quality, purity and excellence, and has no superior in this or any other market. The company uses chiefly the famous Lake Superior iron ore and guarantees entire satisfaction to patrons. All orders are carefully and promptly filled at the lowest possible prices, and the trade of the company now extends throughout all sections of Pennsylvania and other states. Mr. Morehead, the president, is one of the representative pig iron manufacturers of the United States.

UNITED STATES PAPER BOX FACTORY, No. 107 North Third Street, H. Orth, Superintendent.—Entering, as paper boxes now do into the multitudinous departments of mercantile life, the branch of business devoted to the manufacture of these useful and indispensable articles has grown to be an extensive and important industry in every large city. Engaged in this line here indicated, Philadelphia has a number of flourishing concerns, prominent among which is the United States Paper Box Factory, which, for nearly a quarter of a century, has been in active and prosperous operation. This is one of the largest and best equipped establishments of the kind in the city, and has an extensive and constantly growing trade, owing to the exceptional excellence of the productions, which are surpassed in no feature of merit by anything of the kind turned out in Philadelphia. The United States Paper Box Factory was established in 1865, by Henry Orth & Bro., and, under their joint management, it was conducted up to 1875, when the senior member assumed sole control and has since carried on the business alone with uninterrupted success. The factory premises occupy five spacious floors, and are supplied with ample steam power and the latest improved machinery, etc., while upward of fifty expert hands are employed in the concern. The productions include everything comprehended in paper boxes, in plain, fancy, unique and artistic designs, of which an exceedingly fine assortment is always kept in stock, while paper boxes of every description are made to order also in the most expeditious and excellent manner, and satisfaction guaranteed in every instance, and all orders, city or out of town, receive immediate attention. Mr. Orth, who is a gentleman of middle age and a Philadelphian by birth, is a man of thorough practical skill and experience in the paper box line, and has a complete knowledge of every detail and feature connected therewith.

THE COLUMBIA AVENUE SAVING FUND, SAFE DEPOSIT, TITLE AND TRUST COMPANY, AND THE TENTH NATIONAL BANK, Corner Columbia Avenue and Broad Street.—Two financial institutions of the highest importance to this section of the city, are the Columbia Avenue Saving Fund, Safe Deposit, Title and Trust Company, and the Tenth National Bank. The Saving Fund, Safe Deposit, Title and Trust Company was duly incorporated in December, 1886, opening for business in January, 1887, at No. 1227 Columbia Avenue, and whence in September 1889 it was removed to its present new and magnificent building. The capital stock of the company, \$250,000 was promptly subscribed for by leading capitalists, merchants and business men. The company affords the finest possible facilities for the absolutely secure investment of money, and its popular certificates of deposit are issued in amounts of \$2,500 and upward, bearing interest at the rate of 3½ per cent. per annum, principal and interest payable at the expiration of six months, or four per cent. is the rate, where money is invested for a year. In its new building are the largest, strongest and most convenient safe deposit vaults in the city. The new building is one of the handsomest specimens of architecture in Philadelphia, four lofty stories in height and having the general offices of the Saving Fund and Trust Company, and also of the Tenth National Bank on the first floor. The tiled floors, mahogany fixtures, and light and airy aspect all combine to render this a model counting room, where every facility is afforded to the public. The massive vaults beneath were made by Farrell & Co., in the most advanced style of burglar and fire proof work, the walls being impregnable and the doors with their combination locks impervious to all attacks. Mr. Cuning is specially qualified for the executive guidance of the company, and has valued support in vice-president Jacob. Mr. Graham is a widely known member of the bar, conversant with every detail of commercial and real estate practice and law, ably and faithfully discharging the onerous duties devolving upon him. Mr. Walter Scott, the secretary and treasurer, has held office since the opening of the company for business and brings to bear ample practical experience, having been for ten years with the Manufacturer's National Bank as teller. He is also cashier of the Tenth National Bank which was organized in December, 1885, with a cash capital of \$200,000. It has had a career of great prosperity and usefulness and is worthy of the confidence and patronage bestowed by the commercial and financial world. Its lines of deposits are large and represent many of the best known capitalists, manufac-

turers and business men of the city and vicinity. It discounts much of the choicest commercial paper, and its official statement shows discounts of nearly \$650,000, and the very handsome sum of \$29,347.96 of surplus and undivided profits, reflecting the highest credit on the ability of the management. Collections are made on all points, the bank's correspondents including the National Park and Western National Banks in New York; Freeman's National Bank, Boston; Mechanic's National Bank, Baltimore; and First National Bank, Chicago. The board of directors insures the pur-



snance of the soundest and most conservative policy, while the president and vice-president are vigorous exponents of the great principles governing banking and finance.

EDWIN P. GLEASON, Silk, Linen and Cotton Goods, No. 1115 Chestnut Street.—Of the many flourishing and noteworthy concerns that have bounded into prominence and prosperity in recent years in the trade in silk, linen and cotton goods in this city, few houses have secured a stronger hold on public favor or built up a more substantial and flattering connection than that of Mr. Edwin P. Gleason, general commission merchant and jobber in these classes of fabrics. Mr. Gleason was for a score of years employed as a clerk in a similar commission house before he started business on his own account in 1879. His commercial career from the outset has been a record of uninterrupted success, and his business has been growing and expanding constantly from the first, until now the annual transactions of the house reach a very handsome figure. Mr. Gleason occupies for business purposes the second floor of the building, No. 1115 Chestnut Street, and this has a capacity of 27x160 feet, and is finely fitted up and arranged. Here is displayed a large and magnificent stock of silk, linen and cotton goods of every description consigned by out of town manufacturers, who, by experience, have found Mr. Gleason's establishment an excellent medium for the quick disposal of their fabrics, while jobbers and wholesale merchants have learned to know that here they can always depend upon securing the choicest designs in new goods, and fabrics of the finest and most reliable quality on terms which cannot be improved upon elsewhere. Shipments of goods are made from this establishment to all parts of the Union at short notice, and the business is conducted on the broad lines of liberality and equity.

WILLIAM HALL & CO., Manufacturers of Shoddy, and Dealers in Wool, Nails, and Shoddy Material, No. 25 North Front Street.—The textile industry is of the first importance to Philadelphia and to Pennsylvania, and is steadily enlarging in magnitude. Among the representative and enterprising houses identified therewith is that of Messrs. William Hall & Co., of No. 25 North Front Street, the widely celebrated manufacturers of shoddy and spinners of backing yarns. The business was established twenty years ago by the late Mr. William Hall, who in 1879 took his sons, Messrs. T. C., and John H. Hall into copartnership under the existing name and style of "William Hall & Co." They had been actively identified with the industry since their father started, thus having a practical knowledge of it, while they have ever been noted for sound judgment and marked executive ability. The lamented decease of Mr. William Hall occurred on November 28th, 1888, after a long, honorable and useful career, and since which date the sons have remained sole proprietors, continuing the business upon the same bases of integrity and efficiency. Their factory is located at West Fernwood, Delaware County, Pa., and is spacious and fully equipped with the latest improved machinery and appliances, affording employment to about one hundred hands in the manufacture of the better grades of shoddy. Their warehouse is centrally located at No. 31 North Front Street, four floors devoted to stock, and in which carding hard ends are a specialty. They do a trade covering every textile manufacturing section of the United States, and are also leading exporters of shoddy and shoddy materials. They deal in all grades of foreign and domestic wool, nails, etc., and are extensive importers, handling a class of materials of special value to the mills of this section. Messrs. Hall are universally popular and respected; they have ever retained the confidence of leading commercial circles, and are worthy and representative exponents of this important branch of trade.

THE S. P. WETHERILL & CO., Limited, Manufacturers of Indian, Tuscan and Venetian Reds, Metallic Oxides, Etc., No. 47 North Front Street.—A successful and representative concern in Philadelphia, engaged in the manufacture of Venetian reds, strong oxides, barytes, etc., is that known as The S. P. Wetherill Company, whose office and salesroom are situated at No. 47 North Front Street. The company's New York office is at No. 112 John Street. This business was established in 1870 by S. P. and G. D. Wetherill, who were succeeded in 1879 by S. P. Wetherill & Co. Eventually in 1883 it was duly incorporated as a limited company with ample capital, and its trade now extends not only throughout the entire United States and Canada, but also to South America, Mexico, the West Indies and Europe. The company's factory, which is fully equipped with special machinery, apparatus and appliances, and furnishes constant employment to forty operatives, is located at Westmoreland Station. The S. P. Wetherill Company manufactures and deals extensively in Indian, Tuscan and Venetian reds, American and foreign umbers, siennas and ochres, purple browns and metallic oxides, barytes Paris white, writing, talc and soapstone. They are sole agents for the sale of Lehlich oxide of zinc. All colors and specialties handled and manufactured by this responsible company are unrivalled for quality, reliability and uniform excellence, and have no superiors in this country or Europe. All orders are promptly and carefully filled at the lowest possible prices, and all goods are fully warranted to be exactly as represented in every particular. The following gentlemen, who are widely known and esteemed in trade circles for their enterprise and just methods are the officers: S. B. Wetherill, president; Henry C. Stewart, treasurer; John C. Nippes, secretary; Mr. S. P. Wetherill is also vice president of the Lehigh Zinc and Iron Company, one of the largest manufacturers of oxide of zinc and spelter in the United States with works at Bethlehem, Pa., and Joplin, Mo.

C. D. FENSTEMAKER & CO., Commission Dealers in Butter, Eggs, Poultry, Live Stock, Green and Dried Fruits, Vegetables, Etc., No. 341 North Water Street.—One of the most important factors in the growth and development of metropolitan commerce is comprised in the wholesale commission trade. As a representative Philadelphia house in this line may be mentioned that of Messrs. C. D. Fenstemaker & Co., commission

dealers in butter, eggs, poultry, live stock, green and dried fruits, vegetables and general country produce, at No. 341 North Water Street. The spacious premises consist of an eligible first floor and basement, provided with all requisite facilities for the advantageous conduct of the extensive and prosperous business. The well-selected stock comprises everything pertaining to the trade, large quantities of farm and dairy products being daily handled in the interests of a numerous and most desirable patronage. These goods are consigned to Messrs. Fenstemaker to be sold for account of producers, and such is their reputation as business men that many of the most prominent growers and general raisers of the specialties they handle, send all of their stock to this house exclusively, for sale. They act as their agents, selling when a favorable opportunity occurs, realizing good prices and in every way satisfying their principals, storing the goods properly and making prompt remittances on all sales. Their commissions and storage charges are reasonable and fair, and the entire business is conducted on the highest principles of mercantile rectitude and honor. A fair criterion of Messrs. Fenstemaker's upright methods may be gathered from the fact that they have been favorably identified with the produce commission interests of Philadelphia for the past twenty-two years.

L. McMANUS, Chemicals, Aniline Colors and Dye-Stuffs, No. 5 South Front Street.—To-day every industry and every class of people acknowledge indebtedness to the explorers in chemical science, while chemistry forms an important element in the successful achievements of our leading manufacturing enterprises. The trade in chemicals is therefore one of vast importance in every large community, and in this city a leading house engaged therein is that of Mr. L. McManus, located at No. 5 South Front Street. This gentleman is widely known and honored as an extensive dealer in chemicals, aniline colors and dye stuffs, while he is especially prominent in trade circles as the selling agent for Powers & Weightman's acids in the State of Pennsylvania. He was formerly connected with the great house of Powers & Weightman, and his experience in this line of business covers a period of thirty years. He opened his present establishment here in 1884, and it is now recognized by the trade as a reliable headquarters for blue vitriol, oil vitriol, copperas, alkali, citric, nitric, muriatic, and tartaric acids, and other chemicals for manufactures and the arts; also for extracts of indigo, log wood, luscic and bark, and sulphate of alumina. The trade of the house is immense and influential in Pennsylvania, New Jersey, Delaware, Maryland, Virginia and West Virginia, and its influential connections, unimpaired backing, and perfected facilities enable it to guarantee the prompt and perfect fulfillment of all orders, while all persons having business with the house will find the utmost liberality and integrity adhered to in all transactions. Mr. McManus is a native Philadelphian, whose success and popularity is an illustration of what ability, perseverance and honesty can accomplish in legitimate trade.

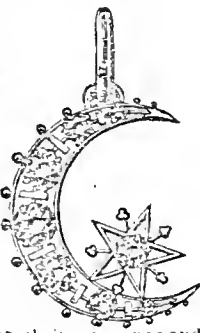
O. LIVER T. TERRY & CO., Importers and Jobbers of Cloths, Cassimeres, Etc., No. 338 Market Street.—The old established and representative firm of Messrs. Oliver T. Terry & Co., importers and jobbers of cloths, cassimeres, etc., was inaugurated in 1841 by Mr. Harvey Terry, who was succeeded in 1875 by Mr. Oliver T. Terry, who is sole proprietor. The premises occupied, comprise a spacious five story building 25x100 feet in area, which is fitted up with every appliance and convenience for the accommodation of the extensive and valuable stock. Mr. Terry imports direct from the most noted European houses, all kinds of cloths, cassimeres, suitings, etc., suitable to the requirements of merchant tailors, clothiers and general dealers. He likewise keeps on hand full supplies of the finest domestic goods. Mr. Terry's house is widely known in the trade for the marked good taste displayed in the selection of the stock, which is extremely varied and affords customers the widest choice. The business is strictly wholesale and extends throughout the entire United States. Fifteen clerks, assistants, etc., are employed in the store, and five traveling salesmen on the road. Mr. Terry is a native of Philadelphia and a resident of Camden, where he is as well known for his business ability as in Philadelphia. Business relations with this house are always pleasant and profitable.

HARRY M. BETZ, Watches, Diamonds and Jewelry, No. 631 Chestnut Street, Branch Office, No. 412 Frankford Avenue, Frankford.—One of the most important developments of the wholesale trade in Philadelphia is in the line of watches, diamonds and jewelry and in the way of capital and enterprise the members of this trade have achieved a signal success and



made this busy metropolis a permanent centre of this business for the country at large. Prominent among the representative houses engaged therein is that so successfully conducted by Mr. Henry M. Betz, at No. 631 Chestnut Street. This gentleman is an extensive wholesale dealer in watches, diamonds and jewelry, with an experience of fifteen years in the business, and opened his present enterprise in 1882. He operates branch establishments at Easton, Altoona, Chester and Frankford, in this state, and is fully conversant with every detail of the manufacture and importation of these goods and the requirements of the trade and the

public. He is agent for all the American watch movements, and keeps constantly in stock the best watches that human skill and ingenuity can devise. It is the opinion of experts in watches that skilled hand labor is absolutely essential to accuracy and durability, and in the above respects the watches sold by Mr. Betz can always be relied upon as being the most perfect that money and the highest skilled talent can produce. The display of gems and stones of worth is second to none in the city. Diamond and emerald, ruby and beryl, opal and pearl, sard and peridot, jacinth and spinel, topaz and turquoise; all these and more, are fittingly represented. Here are diamonds in all conceivable shapes and of unsurpassed whiteness, clearness and purity; "gems of the purest ray serene," riviere, solitaire, cluster and pendant, parrache and aigrette, necklace and bracelet, chains, earrings and chatelaines; in fact, every article for personal adornment meets the eye and delights the sight. The stock of gold and silver jewelry is especially full, rich and rare, and must be seen to be appreciated. The trade is supplied promptly in quantities to suit and inducements are offered in both quality and price which cannot be duplicated elsewhere. Mr. Betz is a native Philadelphian, and held in high esteem in business and trade circles for his commanding ability, distinguished enterprise and sterling personal worth.



TRIMBLE, SIDES & COMPANY, Wholesale Grocers, No. 505 Market Street.—One of the oldest established and one of the great leading wholesale grocery houses in Philadelphia is that of Messrs. Trimble, Sides & Company, of No. 505 Market Street. The name is a familiar and respected one in commercial circles and has the merited confidence and esteem of all classes of the public. The business was established twenty-six years ago by Messrs. Trimble, Britten and Weinbright which was succeeded by Trimble, Britten & Company, then by J. Trimble & Company, the present firm succeeding three years ago. The house early grew in importance and the trade steadily increased till now it is of great magnitude extending throughout Pennsylvania, Delaware and New Jersey, and for over quarter of a century the house has stood in the van of progress with the present senior member of the firm always at the helm guiding the management of the business with energy, enterprise and success and always handling the best goods at the lowest prices. The firm occupy a building 25x165 feet in size, which is fitted up with every convenience for the storage, display,

packing and handling of stock, and a heavy and full line of all staple and fancy groceries and canned goods of the highest grades of excellence, fine teas, coffees, sugars, syrups, flour, farinaceous goods, pure spices, whole and ground, and in canned goods the firm challenge competition, the stock bearing the names of old and reputable packers whose goods are popular favorites and substantial inducements are offered the trade in the matter of prices. The house always carries an extensive stock and choice assortment of fresh crop teas that are renowned for purity, flavor and quality. They likewise make a specialty of fine Mocha and Java coffee, pure spices and imported cigars, enabling them to fill promptly all orders from the most exacting grocers and jobbers at the lowest market rates. The members of this enterprising firm are Mr. James Trimble, who is a native of Chester County, Pa., and has been a resident of the city for thirty years; Mr. S. H. Sides, who is a native of Lancaster County, Pa., and has been a resident of this city for twenty-four years, and Mr. N. J. Schmacker, who is a native of this city, and Mr. W. S. Keck, who was born in Lehigh County, Pa., and has resided in the city for over twenty years. Few merchants bring to bear such valuable practical experience coupled with knowledge of every detail and requirement of the grocery trade and none have better facilities. Enterprise, energy and honorable dealing have always characterized the transactions of this reliable old house. As one of the leading city wholesale grocery houses the firm is worthy of the large patronage accorded, and is a valued factor in promoting the commercial supremacy of Philadelphia.

CONTINENTAL MANUFACTURING COMPANY, Manufacturers of Mucilage, Writing and Copying Inks, Shoe Dressing, Etc., No. 329 Arch Street.—Pennsylvania industries include several of a diversified character and of national importance as regards their product, coming into successful competition with the best imported. Such for example is the case with the Continental Manufacturing Company, who now occupy the premises at No. 329 Arch Street, which was established by Mr. J. Addison Bush in 1874, for the purpose of manufacturing writing inks, office mucilage and other light chemical compounds. The formulas by which these goods are made are the property of the company and they have now an international reputation and developed a trade of great magnitude. The Continental inks and mucilage are equal to any in the world, and superior to many kinds offered the trade. The company has met with a deserved success in introducing one of the best lines of writing and copying inks known to the trade. Their facilities have been taxed to the utmost to supply the growing demand. Their laboratory and work-rooms at No. 329 Arch Street are models of their kind, where a large force of hands are employed under Mr. Bush's personal supervision in the manufacture of a full line of writing inks, which include writing fluids, copying inks, black ink, violet ink, red ink, carmine and crimson inks of the most brilliant and permanent character, easy flowing and not destructive of pens, like so many of the inferior fluids and inks made. Their Willstick & Co's. extra adhesive mucilage and Continental extra white gum mucilage have acquired a reputation with the trade second to none in the country for their strong adhesive qualities and freedom from souring or moulding in any climate. Other specialties are the Continental household paste which will not spoil, being especially prepared for scrap-book purposes, and liquid fish glue which is always ready for use, and mends everything in the most solid manner. A novelty is the tubular sponge-top shoe dressing bottle for ladies', gentlemen's and children's shoes. This dressing is prepared from the formula of a noted French chemist and produces a rich glossy black, softening and preserving the leather. The Continental Manufacturing Company's goods are all maintained at the highest standard of excellence; the purest ingredients only are used in their preparation. The sale of their inks, mucilage, etc., are national in extent and their reputation has extended abroad. Their export trade is rapidly increasing. They have an agency in Australia, which during the past year ordered several tons of goods for distribution among the trade of Australia, Tasmania, New Zealand and New Guinea, and their representatives there report that the trade is rapidly increasing. They also have representatives in all the leading cities of Mexico, Central and South America and the West Indies.

WARR & CANBY, Commission Merchants, Grain, Flour, Feed, Seeds, Etc., No. 27 North Water Street, and No. 26 North Delaware Avenue.—The commission trade in grain and flour, forms a very important branch of industry in the city of Philadelphia, and contributes materially to its wealth and prosperity. A prominent and representative house extensively engaged in the grain commission trade, is that of Messrs. Warr & Canby, whose offices and sales-rooms are located at No. 27 N. Water St. and No. 26 North Delaware Avenue. This house was founded 46 years ago. In 1878, Messrs. Cattell & Co., succeeded to the management, and conducted it till 1877, when Messrs. J. P. Warr and James B. Canby assumed control. Both partners bring great practical experience to bear, and possess an intimate and accurate knowledge of every detail of the commission business, and the requirements of patrons. They handle grain, flour, feed, seeds, etc., upon commission, and guarantee at all times quick, sure and prompt returns. Liberal advances are made on consignments, and the facilities enjoyed by this responsible house enable it to advance in the highest degree the interests of both shipper and buyer. The premises occupied comprise a spacious five-story building 30x165 feet in area, fully supplied with every convenience and facility for the successful and systematic conduct of this steadily growing business. The firm promptly fill orders at the lowest ruling market prices, and their trade extends throughout all sections of the United States. Mr. Warr is a native of Philadelphia, while his partner, Mr. Canby, was born in Maryland, but has resided in this city for the last sixteen years. They are highly regarded in trade circles for their integrity and sound business principles, and fully merit the large measure of success attained by their energy and enterprise.

WENZELL & COMPANY, Brokers in Petroleum, No. 304 Chestnut Street.—No firm engaged in petroleum and stock operations on the Philadelphia market maintains a higher standing in financial and commercial circles, as few, if any, enjoy a more substantial share of public favor, than Wenzell & Co., the well known and responsible brokers, whose office is located at No. 304 Chestnut Street. They buy and sell for cash, or on margins, pipe line certificates, and also handle stocks, bonds, oil and miscellaneous securities; in short, everything comprehended in stock broking is transacted. Special attention is given to the purchase and sale of petroleum, the firm operating on the New York Stock Exchange through A. R. Piek & Co., and are also members of the New York Consolidated Stock and Petroleum Exchange, while they enjoy exceptional facilities for executing orders for pipe line certificates. This staunch and reliable firm was established in 1882, and under the style of Wenzell & Foster it was continued up to 1884, when the name changed to Wenzell & Co., Mr. S. S. Wenzell becoming sole member about a year since, on the retirement of W. H. Palmer. The office is well appointed and neatly fitted up, and several efficient clerks are employed, all transactions being conducted on sound and conservative methods; and all business placed with this flourishing firm is certain to be handled in the most judicious and thoroughly capable manner. Mr. Wenzell is a gentleman of middle age, and was born in this city. He is a man of the highest personal integrity, as well as of experience, energy and business ability, and is a prominent member of the Philadelphia Stock and Petroleum Exchange, of which institution he was one of the founders.

HENRY HARRISON SUPLEE, Consulting Engineer, No. 907 Arch Street.—The mechanical trades of Philadelphia are of vast magnitude and importance, and in speaking of these we ought not to omit mention of Mr. Henry Harrison Suplee who is well known in the city among those who are conspicuous in their respective capacities in the development of these gigantic and indispensable industries. This gentleman is a consulting mechanical engineer of acknowledged ability and experience in his profession, an active member of the American Society of Mechanical Engineers, and of the American Society of National Engineers. He was born in Philadelphia, graduated as mechanical engineer at the University of Pennsylvania, and learned his trade as a practical engineer at the Atlantic Works, in this city, where he was employed for many years. In 1887 he started business on his own account at No. 907 Arch Street, where he has offices

and draughting rooms on the second floor of the building. He gives his attention to mechanical engineering of every description, prepares plans, designs and patterns, and is always solicitous for the best interests of his clients. His services are in frequent request in connection with difficult mechanical engineering schemes, and is prompt and reliable in carrying out all undertakings. Mr. Suplee is also the editor of "Mechanics," a monthly publication of high merit and extensive circulation, devoted to mechanical, civil, mining and electrical engineering. In all these departments of scientific achievement Mr. Suplee is an expert, and has already made an enviable reputation for himself far beyond the limits of his native city where he enjoys the good will, confidence and esteem of all to whom he is known. Mr. Suplee enjoys a wide acquaintance among literary men of Philadelphia, and is well known in several literary and social organizations.

W. M. B. BURK & CO., Importers of Sponges and Chamois, Sixth and Arch Streets.—The leading and by far the largest house in the United States devoted to the importation of and wholesale trade in sponges and chamois leather, is that of Messrs. Wm. B. Burk & Co., of Sixth and Arch Streets. The distinguished enterprise and energy of this house are proverbial, and nowhere can the druggist, and other trades of the United States secure such substantial inducements as to price and quality as here. The proprietors, Messrs. Wm. B. and George W. Burk, are natives of New Jersey, and became connected with Philadelphia's commercial interests upwards of twenty years ago. In 1860 they engaged in their present business, originally locating on Market Street, whence the steady growth of their trade, necessitated their removal seven years ago to their present extensive premises. In addition to their large salesroom at southeast corner of Sixth and Arch Streets, they have fire proof vaults under the Knickerbocker building opposite, and likewise have the sixth floor of the Schank building opposite. They carry by far the heaviest and most desirable stock of any house in this line, and are direct importers on personal inspection of stocks abroad, Mr. William B. Burk making an annual trip to Europe and buying direct from the principal sponge fishermen and merchants of the Mediterranean coast, and of chamois skins from leading tanners and dealers. In this way, the firm command a fine class of goods nowhere else obtainable and which are in great and growing demand by the best class of trade. The firm also have a controlling interest in the Cuban sponge fisheries and can fill any order in any desired grade or growth. Marked executive capacity, and great and intelligently directed enterprise, characterize the operations of this responsible house. The partners are popular and influential merchants, and Philadelphia is to be congratulated upon possessing the leading and largest house of its kind in the United States.

T. M. BRISTOL, Merchandise Broker, No. 125 South Front Street.—The merchandise brokerage business, when properly conducted, is an essential benefit to the merchants and tradesmen in all commercial centres. In Philadelphia there are a number of expert and influential representatives of this business, prominent among them being Mr. T. M. Bristol, who occupies eligible office quarters at No. 125 South Front Street. This gentleman is widely and deservedly prominent as a broker and commission merchant, and has been established in the business here since 1878. He is especially prominent and popular as the representative of the American Glucose Company, of Buffalo, N. Y., manufacturers of glucose and grape sugar; and of the Firmenich Manufacturing Company, of Peoria, Ill., proprietors of the new process starch. These and other similar productions he handles in large quantities, supplying the same to dealers on the most favorable terms, and has built up an influential and permanent trade with confectioners, wholesale grocers, brewers and jelly manufacturers in this city and throughout Pennsylvania and the adjoining states. Honorable dealing, push and enterprise have combined to effect this result. Consignments of merchandise are solicited, carefully and profitably handled, and promptly acknowledged, and satisfaction is guaranteed to the consignor in every instance. Dealers and large consumers will find all goods offered by Mr. Bristol to be exactly as represented. Mr. Bristol is a native of New York city, and was for some years in the firm of A. T. Blackburn & Co., maltsters, of Buffalo, N. Y.

THE DUNCANNON IRON CO., Manufacturers of Nails and Bar Iron; John Wister, President and Treasurer; W. E. S. Baker, Secretary and Assistant Treasurer; Office and Warehouse, Nos. 122 and 124 Race Street.—A representative and old established concern in Pennsylvania, extensively engaged in the manufacture of nails and bar iron, is that known as the Duncannon Iron Company. The company's works are located at Duncannon, Pa., and its office and warehouse at Nos. 122 and 124 Race Street, Philadelphia. The works are among the largest and best equipped in the country and furnish constant employment to 200 operatives. This business was established in 1836 by Fisher, Morgan & Co., who conducted it till 1858, when it was duly incorporated under the laws of Pennsylvania with large capital, and its trade now extends throughout all sections of the United States and Canada. The principal executive officers of the company are John Wister, president and treasurer, and W. E. S. Baker, secretary and assistant treasurer. The company manufactures largely all sizes of cut and clinch nails, spikes, brads, carbox, boat and cooper nails, also finishing, elout and trunk nails. All sizes of round, square and flat bars are produced, likewise horse shoe rods, ovals, half rounds, lands, scrolls, bolt and nut iron. The Duncannon bar iron and nails are absolutely unsurpassed for quality, finish, strength and uniform excellence, and have no superiors in this or any other market. This company was awarded the centennial medal and highest award for "its superior nail machinery and excellency of nails." The premises occupied in Philadelphia comprise two spacious floors, each being 40x200 feet in dimensions. Here a large stock of Duncannon nails and bar iron is constantly on hand, which are offered to customers at bottom prices for prompt cash. Goods are promptly shipped and complete satisfaction is guaranteed to customers. Mr. Wister, the president, resides at the works, while the management of the Philadelphia establishment devolves on W. E. S. Baker, the secretary. Both gentlemen are highly esteemed in trade circles for their enterprise and just methods, and the prospects of the company in the near future are of the most favorable character.

THE EMMOTT SPICE COMPANY, (Limited), Importers and Grinders of Spices and Mustard; F. G. Emmott, Manager; Chas. L. Cummings, Secretary and Treasurer; Office and Salesroom No. 20 North Front Street.—A progressive and representative house in Philadelphia, extensively engaged in the importation, grinding and manufacture of mustard and spices, is that known as The Emmott Spice Company, whose office and sales room are located at No. 20 North Front Street. The company has also branches in Baltimore at No. 421 Exchange Place, and in Chicago at No. 31 Wabash Avenue. The mills, which are equipped with the latest improved machinery and appliances are situated at Frankford, Pa. This business was established in 1884 by Emmott & Co., who conducted it till 1888, when it was duly incorporated under the laws of Pennsylvania with ample capital, the principal officers being Mr. F. G. Emmott, manager, and Mr. Chas. L. Cummings, secretary and treasurer. The Emmott Spice Company manufacture largely spices of all kinds, mustard, cream tartar, baking powder, etc.—their goods being known by the brand of the Frankford Mill. Consumers of these goods prefer this company's specialties to all others, and the best proof of their popularity is shown in the heavy and steadily growing trade being now done in them in all sections of the United States and Canada. The Emmott Spice Company promptly fill orders, and fully warrants all goods to be exactly as represented. Mr. Emmott, the manager, was born in England, while Mr. Cummings, the secretary and treasurer, is a native of Philadelphia. Both gentlemen are highly esteemed in trade circles for their business ability and just methods, fully meriting the large measure of success achieved in this important industry. Mr. Cummings is also an importer of drugs, seeds and spices, his store being situated at No. 20 North Front Street. The stock of this company is mostly held by gentlemen of ample means engaged in other business and enterprises.

FRANK B. THOMPSON, Real Estate and Mortgages, No. 735 Walnut Street.—The real estate interests of Philadelphia have in recent years attained proportions of such magnitude that they unquestionably represent the most important factor in Philadelphia's financial strength, and have enlisted in their

service the highest order of talent, energy and enterprise in the business world. Prominent among the best connected and most active and enterprising of the houses thus referred to, is that of Mr. Frank B. Thompson, whose office is centrally and conveniently located at No. 735 Walnut Street. The business of this house was founded by the present proprietor in 1855, and from the beginning the enterprise has been conducted with signal success. Mr. Thompson was born thirty years ago in this city, and has lived here all his life. He has had extended experience in real estate, is familiar with the present and prospective values of residential and business properties in all parts of the city and suburbs, and can be relied upon to give sound and reliable advice to persons seeking profitable investments in real estate, while he has always on hand many desirable bargains in city and country property. Mr. Thompson gives his attention to every branch of the real estate business, buying, selling, leasing, exchanging and letting, and also collecting rents. He takes entire management of estates, secures responsible tenants, collects rents punctually, effects repairs economically, and maintains the property in the most remunerative condition. Loans are negotiated on bonds and mortgages, and profitable investments made on behalf of capitalists.

EDW. E. CULLEN, Real Estate, Insurance Broker and Collector of Rents, Conveyancing in all its branches No. 713 Walnut Street.—Although established in this line but little more than two years, Edw. E. Cullen, real estate and insurance broker, conveyancer, etc., No. 713 Walnut Street, has attained a degree of prosperity and secured a hold on public favor and confidence that amply attests the wisdom that inspired the venture. Mr. Cullen, who is a gentleman in the prime of life and a native of this city, is a young man of sterling integrity in his dealings as well as of energy, enterprise and foresight, and prior to engaging in the real estate and kindred branches had been in the leather goods trade on Market Street for nine years. He conducts a general real estate and insurance brokerage business, buying, selling, and leasing city and suburban property of every description, both improved and unimproved, and gives personal attention also to the collection of rents, while conveyancing in all its branches is done in the most accurate and trustworthy manner; the handling of twenty-seventh ward property being a specialty. Mortgages are negotiated also, and loans procured at lowest rates of interest; investments likewise being desirably placed, while insurance is effected in responsible fire companies, special attention being given to placing of risks on household goods, personal effects and general merchandise, and all persons having business relations with this gentleman are more than likely to find the same both pleasant and profitable. Mr. Cullen is secretary of the Highland Land Association, owning sixty-five acres (for building purposes) at Landsdowne, five and a half miles out of town, and is also treasurer of the Paschall Land Association, owning 185 acres at Paschallville (twenty-seventh ward), and is also connected with Ezekiel Hanu, Jr., attorney-at-law, and a man of ability.

JOHAN HAWORTH, Dealer in Photographic Supplies, Etc., No. 626 Arch Street.—An old established and reliable house in the city of Philadelphia, actively engaged in the sale of photographic supplies, is that of Mr. John Haworth, whose salesroom and office are situated at No. 626 Arch Street. Mr. Haworth first began business in the photographic line in Pittsburg in 1854, and eventually in 1866 came to Philadelphia and purchased the business of Mr. A. P. Beaches, which he has greatly improved and developed. His store is commodious, and is fully stocked with a superior and well selected assortment of photographic supplies and apparatus, cameras, etc. He is agent for Morgan's celebrated albumen salted and mat surface papers, and also manufactures sensitized albumen and chloro-bromide papers, toning and fixing compounds, etc. In prices his goods will bear favorable comparison with those of any other house in the trade, while in quality and reliability they are absolutely unsurpassed. Mr. Haworth promptly and carefully fills orders, and his trade now extends throughout all sections of the middle states. He is a native of Philadelphia, where he is highly regarded in business circles for his promptness, enterprise and integrity. The professional can always best secure supplies here, while to amateurs Mr. Haworth offers substantial inducements and advantages.

WILLIAM P. SHEA & CO., Importers, Rectifiers and Wholesale Dealers in Pure Rye Whiskies, Etc., No. 174 North Fourth Street, and No. 499 Cherry Street.—The firm of Messrs. William P. Shea & Co., the well known importers, rectifiers and of wholesale dealers in pure rye whiskies and other liquors, at Nos. 174 North Fourth Street and 499 Cherry Street, is composed of two enterprising and successful and respected Philadelphians, Mr. William P. Shea and Mr. T. H. Kelly, who in their friendly competition with their trade-compeers, have come off easy victors. They have secured a trade that but very few in this section of the city can lay claim to, and their patronage extends throughout Pennsylvania, New Jersey and Delaware. Their large and well arranged establishment consists of a three-story building, 25x25 feet in dimensions, and is specially fitted up for their particular business. Here the firm have been doing business for the past quarter of a century, and here by their business ability, energy and honorable methods they have built up for themselves a reputation in mercantile circles of the highest character; and to-day the business policy of the house is such as to entitle it to universal confidence and esteem. The premises are heavily stocked with imported wines and liquors in infinite variety, which are guaranteed to be equal in quality and excellence to those of any other first-class contemporary concern, while the prices cannot be beaten anywhere. From the outset this firm have made it their chief aim to handle only the purest and most reliable goods, and this fact has become pretty widely known among dealers, who can place their orders with this house in the fullest confidence that they will be supplied with what they order. All orders are promptly filled, either free from duty or in bond, and the firm spare no pains to merit by the strictest principles of merchantile honor a continuance of that support which has for so long a period been bestowed upon them.

THOS. BENNETT, Carpenter and Builder, No. 923 Locust Street.—Mr. Thomas Bennett, of No. 923 Locust Street, has become justly celebrated for reliability and skill as a contractor, carpenter and builder. His experience in the business covers a period of twelve years, and the reputation he enjoys has been secured upon the legitimate basis of superior workmanship and artistic beauty. He established himself in business in Delaware County, Penna., in 1870, coming to Philadelphia in 1883 and rapidly developed a fine trade in the city and surrounding country, which is annually increasing in strength and importance and does infinite credit to his ability as a master workman. He has recently erected a large steam power wood-working shop for his own use, fitted up in the most complete manner, and steady employment is given to a force of skilled and expert hands, ranging in number from twenty-five to one hundred. Strictly high-class work is Mr. Bennett's specialty. He gives particular attention to real estate contracts, is noted for his taste in fitting up stores and offices, and devotes his talents to all kinds of improvements and alterations and to getting up plans and specifications for property-owners about to build. He is a recognized authority upon all matters relating to modern architecture, and is prepared at all times to contract for the erection of buildings of any description or size, making a point of fulfilling all commissions at the time agreed upon and within the limits of the terms specified. He is earnest and unremitting in his efforts to afford entire satisfaction to all his patrons, and is actuated in all his undertakings by a laudable spirit of enterprise and an ambition to excel. Mr. Bennett is a native Philadelphian, prominent in society circles as a Knight Templar, and a member of the I. O. O. F., and K. of P., and a young man of thorough business ability and integrity, whose continued success and permanent prosperity seems well assured.

LATTA & MULCONROY, India Rubber Goods, Belting, Packing, Hoses, Etc., No. 503 Arch Street.—An important branch of commercial activity and one deserving of special mention in a review of the leading business interests of Philadelphia, is the trade in India rubber goods, which has of late years developed to large proportions, stimulated by an active demand the world over for fresh triumphs of American ingenuity and skill, especially in belting and fire hose, and by the superiority in finish, durability and excellence which has been attained in this line of production. A representative house in Philadelphia engaged in

this department of enterprise is that of Messrs. Latta & Mulconroy, whose establishment is located at No. 503 Arch Street. Although a young house, having been opened in 1857, yet through the sound experience and vigorous policy brought to bear in the management a foremost position has been won in the commercial world, and the enterprise is established upon a firm and permanently substantial basis. The firm occupy a store and basement, well appointed and of commodious proportions, and carry a complete, comprehensive assortment of India rubber goods of every description, belting, packing, hose, clothing, garden hose, and rubber supplies for mines, railroads, and manufacturing purposes. They are agents for the Revere Rubber Co., manufacturers of patent stitched giant belt, seamless rubber belting, hose, packing, etc., and also for the Fabric Fire Hose Company, manufacturers of balanced woven, rubber lined fabric fire hose. An active trade is supplied, and the goods can be depended upon to be the best the market affords. Messrs. Latta & Mulconroy, both natives of this city, are well-known as honorable, energetic and reliable business men, and in all their transactions they aim to advance the best interests of their patrons.

WHITING PAPER COMPANY, Manufacturers of Writing Papers, Etc., No. 18 South Sixth Street.—The enterprise, skill and energy of our manufacturers in this important field deserve the highest commendation, and it is with pleasure we devote some columns of this commercial review of Philadelphia for the relation of their resources and facilities. Prominent among the leading representative corporations of the United States is the widely known and reliable Whiting Paper Company, manufacturers of writing papers of every variety, whose office and sales-rooms in this city are located at No. 18 South Sixth Street. The mills of the company, which are among the largest and best equipped in the world and turn out daily twenty-five tons of paper, are situated at Holyoke, Mass. This company was duly incorporated under the laws of Massachusetts in 1863 with ample capital, and its trade now extends not only throughout the entire United States and Canada, but also to the West Indies, Mexico, Central and South America. The Whiting Paper Company manufactures extensively all kinds of fine linen paper, also ledger, bond, bristol, superfine flat papers, tinted and boxed correspondence paper, envelopes, etc. The company fills orders promptly at the lowest possible prices, and guarantees entire satisfaction to the most critical patrons. The premises occupied in Philadelphia comprise a spacious store and basement each being 25x20 feet in area. This establishment is fully stocked with every variety of the Whiting Paper Company's paper and specialties, and is under the able and careful management of Mr. A. J. Briggs, who is always enabled to offer substantial inducements to the trade. The following gentlemen, who are widely known and esteemed in commercial and manufacturing circles for their enterprise, business ability and just methods are the officers: Wm. Whiting, president; Wm. F. Whiting, treasurer and agent; S. T. Whiting, secretary.

CHARLES WELKER, Cutler, Grinder and Polisher, No. 121 North Sixth Street.—Mr. Welker was born in Germany, and came to the United States many years ago, having been a resident of this city since 1872. Having a thorough knowledge of the cutlery trade in all its various branches he founded this enterprise in the latter part of the year 1888 at the present location, which has met with the most gratifying success, and a large and influential trade has been built up such as is not often bestowed upon much older houses in the same business. He had been in the business previous to this time on his own account, and relinquished it to go into another line, but his thirty five years experience as a cutler brought him back to its pursuit again. The premises occupied are spacious and commodious, compactly arranged and fully equipped with all the necessary machinery and appliances operated by steam power, and employment is furnished to a force of workmen sufficiently large to meet the wants of his customers. Mr. Welker is prepared to execute all orders for the grinding, polishing and repairing of scissors, razors, shears, book-binders', butchers', carvers', shoemakers', and cloth-cutters' knives, also carpenters', cabinet-makers', engravers', wood and metal carvers' tools, etc. His trade extends throughout the city and vicinity and is constantly increasing.

J. TATTNALL LEA & CO., Commission Merchants, Iron, Coal and Coke, No. 400 Chestnut Street.—An oldestablished and representative house in Philadelphia, extensively engaged in the iron, coal and coke commission trade, is that of Messrs. J. Tattnall Lea & Co., whose offices are located at No. 400 Chestnut Street. This business was established forty years ago by Cabeen & Co., who conducted it till 1876, when the present firm succeeded to the management. The co-partners, Messrs. J. T. Lea, F. Von A. Cabeen, Cyrus D. Taliman and Ellis Lea have had long experience, and are intimately acquainted with every detail of this important business. Messrs. J. T. Lea & Co., represent many famous finances, and deal extensively in iron and steel of every description, steel rails, pig iron, railway supplies, etc. They likewise promptly fill orders for the finest grades of coal and coke at the lowest ruling market prices. Shipments of coke and bituminous coal are made direct from the mines in cargo or car load lots. All coke and coal bought from this responsible firm is guaranteed, and holds the front rank as regards preparation for the market, coming as it does from some of the best equipped and noted collieries in the United States. The trade of the firm extends throughout the middle and eastern states, and is steadily increasing. The partners are all natives of Philadelphia. They are justly noted in commercial circles for their enterprise and integrity, while socially speaking they have a large measure of popularity. As exponents of the commission trade in iron, coal and coke we know of no firm more progressive and reliable than that of Messrs. J. Tattnall Lea & Co., who well merit the abundant success which has attended their business career.

W. B. CONAWAY & CO., Commission Merchants, Nos. 261 and 263 North Front Street.—The growth of the fruit and produce interests in Philadelphia has been especially marked during the past decade or so, and, many large and substantial firms engaged in the line indicated, have come into existence within this period. Among the concerns referred to, few have been more successful than that of Wm. B. Conaway & Co., of Nos. 261 and 263 North Front Street, who, by thoroughly upright methods and judicious enterprise, have built up an extensive trade. They are wholesale fruit and produce commission merchants, and dealers in foreign and domestic fruits of every variety, and solicit consignments, guaranteeing prompt returns for the same in every instance, while cash advances are made thereon likewise. They occupy the whole of a four-story building, and keep on hand always a large stock, which comprises eggs, poultry, dried fruit, apples, oranges, lemons, onions, vegetables of all kinds, and grapes, berries and peaches in their season; and are prepared to fill all orders for anything in their line in the most prompt and reliable manner. This well and favorably known house was established about ten years ago, and from its inception has been growing in public favor and prosperity. Mr. Conaway, who is a gentleman of middle age, was born in Maryland, and has been in Philadelphia some twenty-one years. He is a man of strict integrity in his dealings, as well as of energy and ample experience, and is a member of the Produce Exchange.

THE WAY FOUNDRY CO., Corner Twenty-third and Wood Streets.—For many years the manufacture of iron castings has constituted one of the most important of American industries. It is an industry that requires the investment of a large amount of capital, while at the same time it is a source of employment to numbers of skilled workmen. Among the old established and representative houses engaged in this line in Philadelphia, is the Way Foundry Company whose City Passenger Railway Iron Foundry is located at Twenty-third and Wood Streets. This business was established in 1864 by Jos. Way, who conducted it till 1880, when The Way Foundry Co., was organized and succeeded to the management, the proprietors being Messrs. H. B. Way, Wm. S. Rhodes and J. B. Blankley. The company's foundry, blacksmiths and pattern shops etc., have an area of 300x150 feet. They are fully equipped with the latest improved apparatus, appliances and machinery. Here 70 skilled workmen are constantly employed and the machinery is driven by a powerful steam engine. They manufacture to order castings for crossings, frogs, switches, curves, turnouts, while joint plates and all sizes of knees and standard castings are always on hand. Contracts are

promptly taken and estimates given by this responsible company for the construction of street railways and supplying all materials used. Steel grooved and train rails are also furnished at special rates. The Way Foundry Company latterly did a large amount of work for the Seventh and Ninth Street cable lines, the Columbia Avenue cable road, and the North Clark Street cable road in Chicago. The trade of this enterprising company is by no means confined to Philadelphia, but extends throughout all sections of the United States, while all work turned out is unrivalled for quality of materials, durability, and workmanship. The proprietors, Messrs. Way, Rhodes and Blankley are active competitors for legitimate business, liberal and just in all their dealings and are everywhere recognized as pleasant and agreeable gentlemen with whom to enter into permanent relations and guarantee satisfaction in all business transactions.

GEO. D. WETHERILL & CO., Importers and Dealers in Drugs, Chemicals, Etc., No. 56 North Front Street.—This business was originally founded in 1807 by John Wetherill, who was succeeded in 1816 by Geo. D. Wetherill & Co., under which firm name the business has since been conducted. Mr. Geo. D. Wetherill died in 1875 after a long, honorable and successful career, and the business is now the property of Messrs. Christopher Wetherill, Geo. D. Wetherill and Thomas Wetherill. Mr. Christopher Wetherill has been a member of the firm since 1841, Mr. Geo. D. Wetherill, since 1879. The partners bring great practical experience to bear, coupled with an intimate knowledge of every detail of this steadily growing industry and the requirements of patrons. The premises occupied comprise a spacious five-story and basement building 49x160 feet in area. The manufacturing departments are fully equipped with modern appliances, apparatus and machinery. Here 100 skilled operatives are employed, and the machinery is driven by steam power. The firm import and deal largely in drugs, chemicals, etc., and manufacture white lead, colors, putty and calcite. The paints, drugs and chemicals handled and manufactured are unrivalled for quality, reliability, purity and general excellence and have no superiors in this or any other market, while the prices quoted in all cases are as low, as those of any other first class house in the trade. The partners are highly esteemed in trade circles as liberal, honorable and energetic business men. This house is commended to the trade and public, as one in every way worthy of confidence, and business relations entered into with it, are certain to prove as pleasant, as they must be advantageous, lasting and profitable to all parties concerned.

MERCHANTS' HOUSE, Nos. 413 and 415 North Third Street.—A time-honored and well known Philadelphia hostelry is the popular and excellent Merchants' House, which is one of the oldest and best kept hotels in this section of the city, and receives a very substantial patronage, both transient and permanent. The "Merchants'" was originally opened to the public some sixty odd years ago, and after several changes came into control of Henry Spahn, in 1873, and by that gentleman, it was conducted up to October, 1886, when, owing to his death, which occurred at the period last mentioned, his widow, Mrs. Fanny Spahn, became proprietress, and under the efficient management of her son, Joseph A. Spahn, this lady has since continued the business with uninterrupted success. The hotel, which is favorably situated, is a 49x125 foot four story brick structure, containing 115 commodious rooms, and is neatly furnished throughout. The building is well lighted, thoroughly ventilated, and excellently heated, and is supplied with fire escapes on every floor, and with all other modern conveniences also, while a first-class livery stable and barn are maintained in connection also, a free coach being run between the house and the Reading Railroad depot. The office, bar and dining room are conveniently located on the first floor, and superior accommodations are provided for upward of three hundred guests at very reasonable terms, the rates being \$1.50 per day, and table board \$4.00 per week. Mr. Joseph A. Spahn, the manager, is a typical Boniface, being a young man of courteous manners and unflinching energy, as well as thorough experience in hotel-keeping, and is in short well equipped to successfully conduct an establishment of this character as the gratifying prosperity the house has enjoyed under his management amply attests.

SAMUEL W. BROWN & CO., Platinum Enlargements by Electric and Solar Light, No. 915 Sanson Street.—The leading source of supply in this city for platinum enlargements by electric and solar light, is the establishment of Messrs. Samuel W. Brown & Co., located at No. 915 Sanson Street. This firm established their business here in 1857, and have steadily



enlarged their circle of trade until now it embraces the entire United States. Possessing an experience of twelve years in the making of platinum enlargements, (which are used for working crayon, water colors and pastel and are used by artists, saving much time and labor) coupled with a foundation understanding of all the wants and requirements of the trade, they are prepared to meet promptly and satisfactorily every demand that may be made upon them. They are well equipped with several sun and electric light cameras so that dull weather has little to do with their turning out work promptly. Photographs are enlarged to any size desired, and no charge for making negatives. The firm have reduced their prices at as low a figure as is consistent with first-class work, and in all cases make the best interests of their patrons their first care. Their laudable ambition to excel has been widely recognized, and they stand fortified by vast practical experience and technical training to efficiently and successfully meet every demand of the trade. Their reliability is well established and their patronage is constantly increasing under the stimulating effects of their enterprise, energy and close personal attention. They refer with pardonable pride to all the first-class photographers and stock houses in Philadelphia, for whom they have executed commissions, and to the trade generally throughout the country. The co-partners, Messrs. Samuel W. Brown and August L. Rau, are both natives of this city, and stand deservedly high in commercial and trade circles.

TAYLOR BROTHERS, Practical Electro Platers in all Metals, No. 12 Fetter Lane.—The foundations of the fine and extensive business now conducted at No. 12 Fetter Lane, above Arch, off Third Street, were laid in 1865, when Mr. Theodore T. Taylor, father of the present proprietors, inaugurated the enterprise. The business prospered under the direction of Mr. Taylor, who was a careful, prudent man. In 1889 he was obliged by ill health to retire from the enterprise, in which he was succeeded by his two sons, T. Frank and George S. Taylor, both of whom were reared in the business, with all the details of which they are thoroughly familiar. The firm are practical electro platers in all metals, execute all kinds of grinding and polishing, and manufacture to order every description of bar, window and brass work. Their building has an area of 20x75 feet, 3 floors, and is provided with steam power and all the most recently improved electro-platers' appliances of every description, one engine alone costing \$2,000. There is no better equipped establishment of its kind in the city, and from ten to a dozen skilled and experienced artisans are in permanent service. The firm execute all kinds of gold and silver, bronze and nickel plating, and make a specialty of plating dental instruments and all kinds of novelties, and also of the manufacture of brass ornaments from original designs. The workmanship is thorough and complete in every respect, and the house has succeeded in building up a fine reputation in its line and in securing a first-class patronage not only in the city and vicinity, but throughout Pennsylvania, New Jersey and Delaware. The members of the firm are both natives of Newark, N. J., and have resided in Philadelphia since 1865. They are young, enterprising, pushing business men, and their establishment doubtless takes the lead of all rival houses in this section of the state.

TATHAM & BROTHERS, Manufacturers of Sheet Lead, Lead Pipe, Shot, Etc., Nos. 224 and 226 South Fifth Street.—The consumption of sheet lead, lead pipe, etc., in the United States has rendered their manufacture a very important industry, requiring large capital, skill and enterprise. In this connection we desire to make special reference in this commercial review of Philadelphia, to the old established and representative firm of Messrs. Tatham & Brothers, whose office and works are located at Nos. 224 and 226 South Fifth Street. The firm

have likewise an extensive and well equipped factory in New York, at No. 82 Beekman Street. This business was established in 1840 by Benjamin, Henry B., William P., George N., and Charles B., Tatham—under the style and title of "Tatham & Brothers." In 1866 Mr. Benjamin Tatham died and in 1888 Messrs. George N., and Charles B. Tatham, also died, after long, honorable and successful careers. The business is now conducted by Messrs. Henry B. and William P. Tatham, who have admitted into partnership, Mr. Charles Tatham, son of the late Benjamin Tatham, and Mr. Benjamin Tatham, son of the late Chas. Tatham. The Philadelphia factory is a spacious six-story building 125x116 feet in area, fully supplied with the latest improved machinery, tools and appliances known to the trade. Here a number of skilled workmen are employed, and the machinery is driven by a powerful steam engine. Both the Philadelphia and New York factories are fire proof. Messrs. Tatham & Brothers, manufacture largely all kinds of sheet lead, lead pipe, shot, etc., the lead pipes ranging in size from $\frac{1}{8}$ of an inch to 6 inches in diameter. Their goods are unrivalled for quality, finish and reliability, and have no superiors in this or any other market, while their prices in all cases are as low, as those of any other first class house in the trade. The firm carry on an extensive business in all sections of the United States, and likewise export to Canada, Mexico, the West Indies, and South America. Messrs. Henry and William P. Tatham control the Philadelphia business, while Messrs. Charles and Benjamin Tatham manage the New York house. All the partners are natives of Philadelphia. They are highly esteemed in trade circles for their ability and integrity, and justly merit the abundant success achieved in this useful and important industry. Mr. William P. Tatham was president of the Franklin Institute for several years, and is one of Philadelphia's public spirited and influential citizens.

B. FRANK SCHOLL, M. D., Physician and Pharmacist, No. 929 Vine Street.—No branch of professional or commercial industry is of more importance than that of the pharmacist and in these days when so many mishaps are occurring through ignorance, incompetency and carelessness in the preparation of drugs and medicines, it is a matter of importance to the public to know where they can meet prompt and accurate attention. One of the best qualified as he certainly is one of the most careful and attentive druggists in this section of Philadelphia, is B. Frank Scholl, M. D., Ph. G., whose elegantly fitted and compactly arranged pharmacy is so centrally located at No. 929 Vine Street, which has maintained for years a most enviable reputation for the excellence of its goods and straight-forward, reliable business management. This enterprise was founded originally in 1874, by Dr. Lobb, who conducted it with fine success until 1879, when he disposed of it to the present proprietor. Dr. Scholl was born in the city of Lancaster and has been a resident of Philadelphia for a number of years. He is an M. D., graduate of the famous Jefferson Medical College, also a pharmaceutical graduate of the Philadelphia College of Pharmacy, both of this city, and brings to bear upon his business trained skill and a wide range of practical experience. His fine establishment is completely stocked with a full assortment of fresh and pure drugs, chemicals and pharmaceutical preparations, all of which are up to the highest standard demanded by the U. S. Pharmacopoeia; also all proprietary remedies of established merit and reputation, toilet and fancy articles, perfumery, physicians' and surgeons' emergency requisites, foreign and domestic mineral waters in bulk, or on draught from a splendid soda water fountain; druggists' sundries, etc. Aware of the great responsibility attending the compounding of physicians' prescriptions and family recipes, this department is supplied with all the latest improved appliances to secure accuracy in their dispensation, which is done at all hours of the day or night; and none but the most thoroughly qualified assistants are employed. As a physician he brings to bear a class of knowledge than which there is no more valuable adjunct in a pharmacy and he is well qualified to diagnose and prescribe for any type of disease. His office hours are in the morning up to 10 o'clock, and from 2 to 4, also 6 to 8 p. m. every day. His store is in every respect thorough and complete in all its arrangements and is well known to the community. Personally he is greatly respected and he conducts his establishment upon the sound principles of integrity and the highest standard of professional ability.

THE MCKINLEY-LANNING LOAN AND TRUST COMPANY, Girard Building, Corner Broad and Chestnut Streets.—This company was organized under the laws of Pennsylvania with a paid up capital of \$500,000, the following gentleman being the officers: President, James B. McKinley, Champaign, Illinois; first vice-president, William H. Lanning, Hastings, Nebraska; second vice-president, Thomas W. Marshall, West Chester, Pennsylvania; secretary and treasurer, William B. McKinley, Philadelphia, Pennsylvania; assistant secretary, William H. Carnahan, Hastings, Nebraska; counsel, James P. Townsend, Philadelphia, Pennsylvania. It was established for the purpose of carrying on the old loan business of Messrs. McKinley & Lanning, and Messrs. McKinley & Carnahan in the states of Iowa, Nebraska, Kansas and Colorado, under the most reliable and desirable methods. Mr. James B. McKinley, of Champaign, Illinois, the president of the company, has an experience of thirty years in placing loans in the western states, and associated with him among the officers and directors of the company are his partners of years (living in the west), and clients of as long a time in the states of New York and Pennsylvania, and the New England States. The business in the office at Hastings, Nebraska, is under the direct supervision of the first vice-president, Mr. William H. Lanning, and of the assistant secretary Mr. William H. Carnahan; while the second vice-president, Mr. Thomas W. Marshall, and the counsel, Mr. James P. Townsend, are in constant personal communication with the secretary and treasurer, Mr. William B. McKinley, in the home office of the company, at Philadelphia. The company negotiates first farm mortgage loans, issues debenture bonds and insures land titles in loans. This company employs strictly the methods previously employed by Mr. McKinley, through whom more than \$20,000,000 have been loaned without the loss of a dollar to an investor. All loans are made through the Nebraska office, where the borrowers and security are known to the resident officers. The officers and directors are highly esteemed in financial and business circles for their prudence, ability and integrity, and for years have held farm mortgages as most satisfactory and safe investments. Thus in protecting their own interests, they act for the protection of all investors in the security of this responsible company. There are constantly on hand at the home office in Philadelphia mortgage notes, debenture and municipal bonds, while monthly lists of securities will be forwarded to any address when desired.

BOERICKE & TAFEL, Homœopathic Pharmacentists, and Publishers, No. 1011 Arch Street.—This business was established in 1835 under the existing name and style, originally at No. 145 Grand Street, New York, and it is thus the oldest Homœopathic medicine house in the United States, and the most ably conducted, its proprietors being professional pharmacists and manufacturing chemists of widest experience and most perfect facilities. The present co-partnership is composed of Mr. F. L. Boericke, Mr. F. A. Boericke, and Mr. A. J. Tafel, all active and personally directing the operations of their large staff of assistants and various departments. The present concern dates back to 1843, and is the laboratory and manufactory and general headquarters, while the New York house is the export and import headquarters. There are also large branch pharmacies at No. 1025 Walnut Street, this city, established in 1852; at Baltimore, 1859; Chicago, 1872; Pittsburgh, 1883; and Washington in 1884. The Arch Street premises, 24x100 feet in dimensions, and four stories in height, are elegantly fitted up, and thoroughly organized. Their medicines are all put up in original packages, with their firm name blown in the glass, and are such standard favorites as to be kept for sale in all the principal drug stores of America. They are in every way the most desirable both for medical practice, and family use, and owing to the firm's enterprise, the household can procure a large assortment of remedies with accompanying explicit instructions for use. The firm not only do the largest business in the world in their line, but also in conjunction with "The Hahnemann Publishing House," have published a vast amount of homœopathic literature, a contribution to medical science that has merited the highest eulogiums. It is to the literature of the system, that much of its rapid progress and growth in America is due, while the brilliant record of homœopathy in practice is most materially due to the exceptionally able methods of Messrs.

Boericke & Tafel, their fidelity to detail, honorable and liberal policy, the house being one of the most popular and respected in Philadelphia, and ever retaining the confidence of leading commercial circles.

JAMES GLASS, Steam Packing Box Manufacturer, and Furniture Packer, No. 611 Cherry Street.—Few people outside of those engaged in large mercantile houses, factories and in the business itself realize the vast amount of money that is expended annually in the United States for packing boxes or cases used in the storing and transportation of merchandise. Among those engaged in the business in this city well worthy of especial mention is the old reliable and prosperous establishment of Mr. James Glass, steam packing box manufacturer and furniture packer. This business was founded originally in 1844 by Mr. M. Glass, who conducted it with uniform success and increasing patronage each year until 1855, when he was succeeded by his son, the present proprietor. Mr. James Glass was brought up in the business from early childhood and is in every respect thoroughly qualified by experience and business qualifications to conduct the business. The premises occupied are spacious and commodious, occupying an entire first floor, 29x100 feet in dimensions, and fully equipped with planing, tenoning and circular saws, and other necessary machinery driven by steam power and employment is furnished to a sufficient number of workmen to meet all the demands of the trade at all seasons of the year. Packing cases of every description and suitable for all lines of business are made here in the most complete and durable manner, and every effort is made to render the most complete satisfaction to patrons. Cases of extra and special sizes for ocean voyages, heavy articles, also intricate and valuable machinery are made to order and when desired these goods are packed in the safest and most secure manner. A special feature of the business is the packing of fine furniture, pianos, plate-glass of extra sizes, oil-paintings, bric-a-brac, fragile merchandise of any character in the most substantial and immovable manner while in transit. Only the most reliable and experienced mechanics are engaged for this branch of the business and all work of this character done by this concern is warranted to give satisfaction. Mr. Glass is an active, wide-awake, enterprising business man, and like his father makes it his constant aim to furnish the best work at the lowest prices.

JOHN F. COURTNEY, Street Railway Supplies, No. 407 Locust Street.—Among the active and enterprising business men of Philadelphia is Mr. John F. Courtney, whose wide experience, and perfected facilities enable him to promptly fill the largest orders in his line in the most satisfactory manner both as to price and quality, and he has already developed a heavy, growing trade with most influential connections. Mr. Courtney is also the general agent for the sale of the patent cash registers, manufactured by the Philadelphia Cash Register Company of Fifth and Locust Streets. Mr. Courtney has a full line of these registers on show and for sale at his office, and store-keepers and merchants generally should examine its practical workings. The registers are manufactured in elegant ornate styles from the best materials. Its mechanism though simple is perfect and strong; no springs are used, while it is the only machine which exhibits every dollar from one to ten and the amount of purchase in its natural order, and no combination of figures is required. There are no keys to strike, no little troublesome register wheels with figures too small to read, but a solid disc, with the different denominations on it is simply moved, when the amount of purchase is exhibited above in large black figures like these,

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It is elaborate in workmanship and ornamentation, fit to set up in the finest saloon, restaurant or store in the land, while its usefulness as a check and safeguard can not be overestimated. It is now being sold for the low price of \$100 net cash, and is meeting with a rapidly increasing demand both here in Philadelphia and throughout the country at large. Mr. Courtney is an energetic and popular representative and is just the man to introduce such a valuable machine to the knowledge of the public generally.

RICHARD A. BLYTHE, Cotton Warps and Yarns, Nos. 117 and 119 Chestnut Street.—The leading headquarters for cotton warps and yarns in this city is the establishment of Richard A. Blythe, located at Nos. 117 and 119 Chestnut Street. This house supplies the mills and manufacturers throughout all this section of the country with this class of goods at the lowest wholesale prices, and is widely prominent and popular as wholesale dealer and commission merchant in this line. The business was established in 1857, by Mr. Richard A. Blythe, who died in 1886, and was succeeded by his brother, Mr. F. A. Blythe, who continues the enterprise without change in the name. The building occupied for trade purposes contains five floors, 25x80 feet each, all of which splendid floor space is utilized in disposing of the immense stock that is constantly carried. The stock is kept up to the highest standard of excellence and efficiency by frequent invoices from the best producing sources in both this country and Europe, and the wants of the trade are ministered to with the utmost promptness and satisfaction in all cases. The goods include No. 4's to 20's single and double. Warps are furnished in chains and on beams, in grey and colors; cotton, worsted and woolen yarn in skeins. The intimate and influential connection sustained by the house with producers enables the proprietor to secure his supplies in vast quantities and at advantageous rates, placing him in a position to confer benefits upon patrons unequalled by any of his contemporaries here or elsewhere. The trade of the house is immense and influential in the states of Pennsylvania, Delaware, New Jersey and Maryland, and the New England states, and is annually increasing in volume and importance under enterprising and reliable management. Mr. Blythe is a native of Virginia, expert and conversant with all the details of the business and the requirements of the trade, and has won a measure of popularity second to no other member of commercial circles.

GEORGE W. COLES, Manufacturer of Pure Confectionery, No. 112 Market Street.—Probably no business has had a more rapid growth during the past twenty-five years than the manufacture of fine confectionery, and this is mainly due to the energy and enterprise of the leading houses engaged in the business. One of the most successful establishments of the kind in this city is that of Mr. George W. Coles, located at No. 112 Market Street. It is now seven years since Mr. Coles founded his business here, and the ability, skill and energy with which he has conducted his affairs have given him a prestige and patronage of the most enviable character. Purity is the main essential with the goods of this establishment, and to day the difficulty of obtaining candies and confectionery devoid of adulteration and deleterious substances is so great that the advantages of dealing with a house whose reputation is so high for making none but the purest and best goods are at once manifest. A large and steadily increasing trade, extending throughout New Jersey, Delaware, Pennsylvania, Maryland, Virginia, and West Virginia, is annually transacted in consequence of the unsurpassed quality of the confectionery, as dealers fully realize the fact that from Mr. Coles can be secured the very best candy. The premises occupied are amply spacious, and the salesroom is fitted up in a handsome, tasteful style. A heavy stock of choice confectionery of every description is constantly kept on hand, and all orders, large or small, meet with prompt fulfillment. Mr. Coles is a native of New Hampshire, and has resided in this city for the past sixteen years. Through his honorable efforts he has advanced to a leading place in his vocation, and in all his transactions he will be found upright, straightforward and equitable.

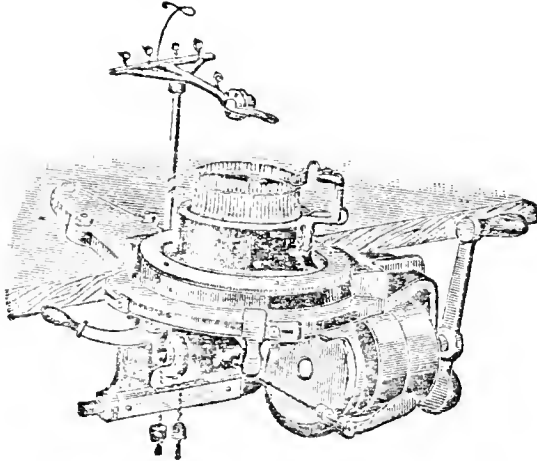
JOHN A. STODDART, Real Estate, No. 225 Walnut Street.—No form of investment has become so popular with the conservative public as judiciously selected real estate, for not only is a permanent source of income assured, but there is a reasonable certainty of prospective increase in value. Much depends upon the choice of eligibly situated and strictly first-class improved property, and there is no better safeguard than in securing the benefit of the sound judgment and practical experience of one of our responsible real estate agents. Prominent among the number thus referred to is Mr. John A. Stoddart, whose business as a real estate broker, has, through judicious and honorable management, been developed to proportions of great magni-

tude. Mr. Stoddart has a large amount of valuable property to dispose of, which offer an excellent opportunity for profitable inspection, and the list includes 500 lots at Ocean View, 434 acres of land in Montgomery County, Pa., and farms and buildings in Stoddartville, Pa., besides much property in this city and its vicinity. He does a general real estate business, collecting rents, buying, selling, and exchanging property, negotiating loans on bond and mortgage at favorable rates, and taking full charge of landed estates. Mr. Stoddart is a native of Stoddartville, Pa., which place was named in honor of his father. He has resided in Philadelphia for the past thirty-five years, and has long enjoyed the highest of reputations for his honorable methods.

ELECTRO-TINT ENGRAVING COMPANY, No. 726 Chestnut Street.—The art of the engraver is one of the most difficult, complex and important in existence. Though many concerns are engaged therein, but few attain the highest plane of artistic realism, grace and accuracy, and it is matter for congratulation that Philadelphia has located in its midst such an efficient and ably conducted concern as the Electro-Tint Engraving Company, of No. 726 Chestnut Street. The business which was only established about six months ago, under the able management of Mr. J. C. Claghorn, has met with a rapid and substantial growth owing to the manifest superiority of the secret process controlled by and owned by the company, and by which the most admirable and elaborate work is speedily accomplished and at moderate prices. All classes of illustrative work are done equally well here, and at prices comparing favorably with those quoted elsewhere. Associated with Mr. Claghorn in the company are Mr. Charles Purtin, the celebrated etcher, a native of England, and who has been a resident of the United States and a prominent member of art circles. He has made Philadelphia his headquarters since 1885. Mr. L. Frank Stearns is a photographer and a native of New England. Mr. Jas. McIntyre is also a photographer and a native of Philadelphia. Both gentlemen are experts in their line and add materially to the excellence of the company's work, which includes engravings in half-tone, etched on copper direct from photo drawing or other copy; also reproductions of steel or wood engravings from drawings or other copy in line or stipple. The advantages derived from this adaptability of the process can be fully realized, while promptness and careful work are assured, and the moderate prices will agreeably surprise those accustomed to the costly nature of the work done by old concerns, and which does not compare with that of the Electro-Tint Engraving Co. Those interested should by all means send copy estimate.

DAVID B. HILT, Insurance and Real Estate, No. 114 South Fourth Street.—Of the numerous insurance agents and brokers in this city, none stands higher in public confidence or has received a larger measure of recognition from leading merchants, manufacturers and property-owners, than Mr. David B. Hilt, of No. 114 South Fourth Street. This gentleman has been established in the insurance business here for a period of twenty-five years, and has developed a connection and patronage that clearly proves his energy, ability and influence. He is the authorized agent in this city for the Prudential Fire Association, and the Farragut Fire Insurance Company, of New York, and the Employers' Liability Assurance Company, of England, also transacts a general brokerage business in fire, life, accident and marine insurance. As a practical and experienced underwriter, Mr. Hilt offers substantial inducements to the public, including low rates and liberally drawn policies, while all losses sustained are equitably adjusted and promptly paid through him. He is prepared to take entire charge of the insurance of large mill, factory and warehouse properties, dwellings, stores, vessels and cargoes, placing and distributing risks among sound companies only, renewing policies when expired, and generally relieving the business community of all care and trouble in this important respect. His long experience in insurance matters is a guarantee that he fully understands every detail, and offers the best possible indemnity to patrons furnished by the most responsible insurance companies in existence. Mr. Hilt is a native Philadelphian, in the active prime of life, a member of the Tariff Association and the Underwriters' Association, and stands deservedly high in insurance and business circles.

WALTER SNYDER, Knitting Machinery and Knitting Mill Supplies, No. 835 Arch Street.—A most important enterprise is that established in Philadelphia by Mr. Walter Snyder, the widely known authority in knit goods and knitting machinery. He has established the leading depot of its kind in the United States, and is the best prepared of any one to supply the newest and most improved styles of knitting machinery, also to buy and sell all kinds of machinery for knitting mills on commission, while he likewise deals in the best grades of knitting mill supplies. Mr. Snyder was born in Philadelphia, and has all his business life been closely identified with this branch of industry. What he recommends can be relied upon, and the fact of his being the agent for the famous Brinton & Denny seamless knitter should alone induce the trade to examine and test it on its merits.



It is by far the best knitter made, and is in use in the leading mills of the United States. The builders have overcome in this machine all the faults common in seamless hosiery machinery; it has the very latest improvements and is justly celebrated for speed, quality of work, least expense in running, making more perfect work, saving waste, time and money, while it has the most accurate adjustable stop motion, double bearing for shaft, etc. It has the most perfect and positive needle and needle cylinder protector of any machine in the market. Mr. Snyder deals in all kinds of knitting machinery, and acting as broker for the same, offers the most substantial inducements both to buyer and seller. In second-hand knitting machines he leads the trade, and his establishment is headquarters for all kinds of new and second-hand knitting machinery and supplies. There is no one so well qualified to serve the interests of the trade as he, and those seeking anything in this line should call or correspond. Among the specialties in his stock are circular and flat ribbed machines for ladies' and misses' ribbed underwear, cop and skein winders, loopers and sewing machines, spring beard needles, latch needles, hosiery presses, button hole machines, crocheting machines, bobbins, hosiery, drawer and shirt boards, etc. Balmoral frames, round frames are also specialties, and the trade can fully rely on his ability to supply all descriptions of machinery of highest standard of excellence, at prices which cannot be duplicated elsewhere. Mr. Snyder has issued a full descriptive catalogue, which will be sent on application, and is worthy of the large measure of success attending his ably directed enterprise.

WILLIAM SPRAGUE & CO., Steam Engine Builders, Millwrights and General Machinists, Nos. 625 and 630 Filbert Street.—This house has been in successful operation since 1873, and is now prepared with better facilities than ever before to execute every description of machinery work and to contract for the building of special machinery of every description. Particular attention is given to repairing of steam engines, printing presses, book binders', paper box and shoe manufacturing machinery, and a specialty is made of repairing and moving printing presses, and of the execution of all first-class work. Steam engine cylinders are bored in position at moderate

cost, and filled with improved piston when desired. Estimates are furnished on application or by mail, and those interested should not fail to ascertain the figures of the firm before contracting elsewhere. Jobbing of every description is promptly attended to. The attention of ink manufacturers and label printers is directed to the three-roller color grinding mill manufactured by this firm, as worthy of their serious consideration. This firm also makes a specialty of trueing off jewelers' rolls, at \$5 per set. The business premises are spacious in size, thoroughly equipped with new and improved machinery, operated by steam power, and every modern facility is at hand for guaranteeing the prompt and perfect fulfillment of all orders and commissions. Superiority is the invariable character of the products of this house, and, with a prestige and career covering a period of sixteen years, it may be reasonably inferred that the esteem in which it is held is the natural outgrowth of its usefulness and the reputable business methods upon which it was founded and has ever been conducted. The patronage is liberal and influential in this city, and throughout the middle states, and promises soon to reach proportions of greater magnitude brought about by the business methods in force.

JOS. O. MCCOLLEY, JR., Fine Furniture and Bedding, No. 824 Arch Street.—The house of Jos. O. McColley, Jr., was established in 1887, and quickly took a foremost position in its line by reason of the superiority of its stock and the enterprise and reliability of its business management. The business premises comprise an entire four-story brick building, 24x120 feet in dimensions, and the assortment of goods which crowds the floors of this spacious attractive establishment embraces furniture of every description for the parlor, chamber, dining-room, hall, office and kitchen; bedding of every kind, and fine upholstery goods. The house is prepared to supply the trade with ash, walnut, mahogany, rosewood, cherry and painted sets, both hand and factory made, including the latest designs and freshest novelties; also, curtains, shades, lambrequins, sofas, ottomans, chiffoniers, and many articles suited for both use and ornamentation. A specialty is made of the manufacture of fine upholstery noted for richness of materials and artistic workmanship. It is the aim of the proprietor to produce a class of goods which shall rank superior in the trade, not only in quality of material, but in the equally important matters of beauty of design and fine effects, and the inducements offered as regards both quality of goods and liberality of prices have served to make the house a strong favorite with the trade everywhere. Its goods are in heavy and permanent demand wherever once introduced. Mr. McColley was born at Milford, Del., and, as regards both business integrity and sterling enterprise, he justly merits the prominence and popularity he has attained.

CHARLES BRINTZINGHOFFER, Wholesale and Retail Brush Manufacturer, No. 935 Market Street.—One of the oldest and most enterprising houses engaged in the manufacture of brushes is that of Mr. Charles Brintzinghoffer. This establishment was founded by the present proprietor in 1842, and has had a most successful career. The premises utilized for the business consist of a four-story brick building, which is divided into ware-rooms and manufacturing department. In the latter department the latest improved labor-saving machinery is in operation, and a large number are employed, and the products consist of hair, paint, shoe, scrub, stove, dust, window, sweeping, tooth, horse, cloth, white-wash, shaving and other brushes. Mr. Brintzinghoffer is also a manufacturers' agent, and his ware-rooms are filled with an almost endless assortment of brushes for every conceivable use, and with a fine display of useful and ornamental goods. He is the sole agent for Philadelphia for the Star Safety Razor, a great invention which renders shaving an easy and convenient luxury, obviates all danger of cutting the face, and is warranted to shave clean. The trade of the house is of both a wholesale and retail character, and extends throughout the middle states. The facilities possessed by Mr. Brintzinghoffer enable him to offer to his patrons a high grade of goods at prices which cannot be excelled, if equalled in the city, and he conducts his business upon a policy of "quick sales and small returns." He was born in Philadelphia and the Quaker city has within it no more patriotic or deserving citizen than he.

W. M. & F. W. SHARPLES, Commission Merchants, Cotton Yarns, No. 123 Chestnut Street.—The textile industries of Philadelphia, and of the middle and eastern states generally are of great and growing magnitude, and the consumption of raw material is correspondingly enormous. Naturally, the demand for cotton yarns comes first. These enter wholly or in part into such a vast variety of fabrics that it is of the utmost importance to manufacturers and mill men to secure supplies from those houses which offer the greatest inducements as to price and quality. One of the leading representatives in the line is the firm of Messrs. W. M. & F. W. Sharples of No. 123 Chestnut Street. Both by reason of ample resources, perfected facilities and thorough knowledge of the wants of the trade, the firm have become justly celebrated and have developed annual sales of extended and growing volume. This business was founded in 1878 by Messrs. McDowell and Sharples, succeeded by the present co-partnership in September, 1888. Messrs. Sharples are natives of Delaware County, Pa., from early life identified with this branch of business, and have been actively connected with Philadelphia's commercial circles for the past fifteen years. As yarn commission merchants they represent the leading spinners, and are prepared to make favorable contracts or promptly fill the largest orders for combed and carded cotton, warps, skeins, cops, single, two, three and four ply. The extent and variety of the yarns they handle enable them to meet the most diverse wants of manufacturers for every class of fabric. They occupy a desirably located warehouse, five floors, 20x100 feet in dimensions, and here carry a very heavy and comprehensive stock. Quality is ever their first consideration, they supply the very finest as well as medium grades and their opportunities are such that the most famous spinners of the United States consign to them, thereby securing the widest possible and most diversified market for their product. The Messrs. Sharples are popular and respected young business men, whose policy and methods are emphatically endorsed by the flourishing condition of their trade relations.

LAWRENCE JOHNSON & CO., Shipping and Commission Merchants, No. 109 Walnut Street.—Philadelphia is ably maintaining her supremacy in every branch of export and import trade. Independent of her great natural advantages as regards location and connections, are to be considered the influential character of her leading commercial circles and the sterling spirit of enterprise manifested in every branch of the world's trade. Representative among the principal houses, that have materially increased this volume of trade, is that of Messrs. Lawrence Johnson & Co., shipping and commission merchants, whose offices are located at No. 109 Walnut Street. The co-partners are able and energetic commission and shipping merchants, fully conversant with every detail of this important business. They receive consignments of produce, goods, etc., from all parts of the globe, and also act as agents for foreign bankers and merchants. The firm make a specialty of handling cargo lots of rubber, sugar, coffee, iron ore, cork, ivory, etc., and carry on an extensive trade with Europe, the West Indies and South America. They likewise effect purchases and make shipments of American produce and manufactures both in the interest of American and foreign patrons. Messrs. Lawrence Johnson & Co., attend also to the chartering and dispatching of vessels, load and discharge cargoes, collect freights and act as agents in Philadelphia for the owners of steamships or sailing vessels. All orders are promptly and faithfully attended to, and entire satisfaction is guaranteed to patrons. Mr. Lawrence Johnson is a director of the Philadelphia Warehousing Company, and a member of the Union League and Rittenhouse Clubs. Mr. R. Winder Johnson is also a member of the Rittenhouse Club, while Mr. Antonio Sans is a director of the Commercial and Maritime Exchanges. The partners are exponents of the strictest principles of commercial integrity, and are to be congratulated upon the large measure of success attending their well directed efforts in extending the import trade of the city of Philadelphia.

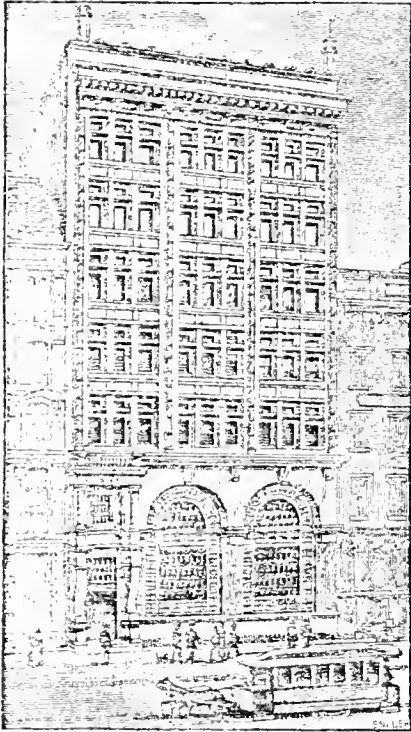
J. CARPENTER RHOADS, Marine, Life and Fire Insurance, No. 313½ Walnut Street, Room No. 3.—The remarkable development of the insurance interests in our great cities during the past quarter of a century probably has no parallel

in the growth of any branch of industry, commerce and trade. The risks involved in fire, life and marine insurance here in Philadelphia at the present day represent hundreds of millions of dollars, while the volume of business transacted grows apace, many of our most solid and sagacious citizens being extensively engaged in the sphere of activity here indicated. Prominent among those referred to is J. Carpenter Rhoads, the well known insurance agent and broker, whose office is located at 313½ Walnut Street, room No. 3, (telephone number 750,) and than whom none in this city sustains a higher reputation as few enjoy a larger share of popular favor and patronage. Mr. Rhoads, who is a gentleman of middle age and a native of Delaware Co., Pa., is a man of ample experience, as well as of energy and sagacity. He was formerly engaged in the real estate business for many years, and in 1887 embarked in the present line in which he has been signally successful. Mr. Rhoads conducts a general fire, life and marine business, placing all classes of desirable risks with responsible companies at the lowest consistent rates, while he represents the following staunch institutions:—Commercial Union of London, England; the London & Lancashire; the Broadway Ins. Co., and others equally trustworthy. He offers as references gentlemen whose names stand high in the financial circles of Philadelphia.

LOCUS HILLEMANN, Bottler of Lager Beer, Ale and Porter, and Manufacturer of Superior Beverages, Nos. 412-44 Dillwyn Street.—A successful and progressive business house in this city engaged in the bottling of lager beer, ale and porter, and in the manufacture of superior beverages, is that conducted by Mr. Louis Hillemann, at Nos. 412 and 414 Dillwyn Street. This business was organized in 1885 on Fairmount Avenue, and it acquired such a rapid and extensive growth that in a year's time more commodious premises became imperative to keep pace with the increased demand for the products of the house. Then it was that a removal was made to the premises now occupied on Dillwyn Street. These premises consist of two floors, each 50x50 feet in dimensions, and the merchantile equipments consist of steam power bottling machines, two generators, and all other effective appliances for the economical and successful carrying on of the enterprise. A specialty is made of the manufacture of all kinds of aerated beverages, such as ginger ale, sarsaparilla, lemon, soda and kindred drinks, and these are acknowledged to have no superiors in the market, and but very few equals. A large stock is carried, and a leading specialty is made of catering to a first-class family trade. The patronage is derived from all parts of the city and suburbs. Fifteen hands and eight wagons are in service. Orders by mail or express are given prompt attention, and goods are delivered at short notice and without delay. Mr. Hillemann was born in New York and has resided in Philadelphia for the past twenty years. He is energetic and progressive, and thoroughly acquainted with all the demands of the trade in which he is engaged.

STAR NOVELTY COMPANY, Manufacturers of Infants' and Children's Caps, H. Bamberger, Proprietor Nos. 223 and 225 South Fifth Street.—One of the most noteworthy of the prominent industrial and mercantile establishments of Philadelphia, is that of the Star Novelty Company, manufacturers of infants' and children's caps, whose salesroom and factory are located at Nos. 223 and 225 South Fifth Street. This enterprise was inaugurated eight years ago by the present proprietor, Mr. H. Bamberger. Under his energetic, able, and expert direction a substantial success was obtained at the outset, and the trade has been steadily increasing until it has reached its present large proportions, and it now extends throughout the United States, selling only the very first class houses in the larger cities. The premises occupied, are large and extensive and equipped in all the departments in the most complete and approved style. The factory is provided with all necessary machinery and mechanical appliances, and employment is furnished to hundreds of operatives. The caps consisting of lace, silk, null, plush, etc., etc., for infants and larger children are remarkable for elegance, style, and fineness of finish, they having the established reputation of being the leading cap-house in the country, a fact acknowledged by the leading retail houses of the country as well as their competitors, the cap manufacturers.

THE LAND TITLE & TRUST COMPANY, Nos. 605 and 610 Chestnut Street.—This representative and successful company was duly incorporated under the laws of Pennsylvania, August 26th, 1887, with a paid up capital of \$1,000,000. From the inception of its business it has become noted for the superior and careful manner in which all its affairs are conducted, and is now the recipient of an influential and extensive patronage. In addition to the regular title and insurance business, a large general deposit business is transacted, receiving money subject to check at sight, and allowing interest on the balance at the rate of 2 per cent. per annum. The deposit account has now reached the handsome sum of \$2,250,000, and is steadily increasing. It has often been thought by the public, that trust companies do not care for active accounts, but in this instance at least they are especially solicited. Owing to its close relations with



builders and dealers in real estate, this company is at all times enabled to offer to executors, administrators, trustees, guardians and private investors, well selected first mortgages upon city property at the highest current rates, accompanied by its guarantee of title. The safe deposit facilities of the company are also very attractive and convenient. Boxes in their vaults, which are impregnable to burglars and indestructible by fire can be rented from \$5 and upwards. In addition to the boxes for safe deposit purposes, the company has extensive accommodation for the storage of silver, trunks, boxes, chests, etc., at very reasonable rates. The company likewise undertakes the management of real estate, including sales, rentals, collections of mortgage interest, ground rents, etc. Having full access to the admirable plant of the company, this department is able to obtain always all needful data at once, and receives immediate notice of any impending sheriff's sale, that affects any premises under its care. The importance of this safeguard against sale by reason of liens or municipal improvements is great. For a moderate fee the company furnishes this information to any holder of real estate or holder of ground rents and second mortgages. The Land Title & Trust Company has insured the titles of much valuable property in Philadelphia and neighborhood, assuming all responsibility and making effectual searches for each piece of property, and at the same time tabulating all the entries of transfer, mortgages, judgments, etc. The advantages of this guarantee of title are obvious, and include the feature that a house, lot, or store can be much more readily sold

when the prospective purchaser has not to go to the expense of an examination of title, but is enabled to buy under the guarantee of this responsible company. The following gentlemen, who are widely and favorably known in financial and business circles for their executive ability, energy and just methods are the officers and directors, viz: Nathaniel E. Janney, president; J. Sergeant Price, vice president; Jas. P. P. Brown, secretary and treasurer; Albert A. Outerbridge, trust officer; Wm. Henry Rawley, chairman of committee on trusts; Geo. M. Troutman, chairman of finance committee; directors: Samuel S. Sharp, Wm. Henry Rawley, J. Sergeant Price, Harry G. Clay, John B. Colahan, Jr., George M. Troutman, Harry F. West, Chas. P. Perot, Ellis D. Williams, Chas. Benj. Wilkinson, Charles Richardson, Wm. E. Nicholson, Nathaniel E. Janney. The offices of the company are located at Nos. 605 and 610 Chestnut Street, where all inquiries and other details are promptly attended to.

S. S. SCATTERGOOD & CO., Importers of Fruits, Nuts, Brimstone, Sumac, Etc., No. 122 South Delaware Avenue.—The old house of Messrs. S. S. Scattergood & Co., has contributed most materially to the importance and prosperity of Philadelphia as a great centre of foreign commerce. It was founded in 1812. In 1841 Mr. Charles H. Reckefus came into co-partnership with Mr. Scattergood under the style of S. S. Scattergood & Co., and which has ever since been retained as the title of this honorable old house. It ever pursued an able and energetic policy, establishing important trade relations with Mediterranean ports and having influential mercantile connections throughout the United States. In 1880, the lamented decease of Mr. Scattergood occurred after a long and honorable career, and since that date, Mr. E. F. Scattergood, his nephew, has been a partner, bringing to bear excellent business qualifications and experience having been connected with the concern for fifteen years previously. Mr. Reckefus is a recognized authority in this branch of trade, and the house permanently maintains a leading position as direct importers and commission merchants of fruits, nuts, brimstone, sumac, etc. The firm handle the finest brands of raisins, currants, figs, dates, etc., select oranges and lemons, malaga grapes, etc., also full lines of nuts, best Sicily sumac, brimstone, etc. The firm occupy a large four-story warehouse, 32x120 feet in dimensions, and very conveniently located at No. 122 South Delaware Avenue, just below Chestnut Street. A heavy stock is here carried, and both as to prices and quality, substantial inducements are offered to the trade. The partners are merchants of the highest standing, who have ever retained the confidence of leading commercial circles, and whose energy and ability retain to this city superior facilities as a purchasing point in this branch of trade. Mr. Reckefus is an active and popular member of the trade and both he and Mr. Scattergood are public-spirited citizens.

HAMBURG-BREMEN FIRE INSURANCE COMPANY, of Hamburg, Germany, Wm. J. Ryan, Agent, No. 434 Walnut Street.—Of the many staunch and responsible insurance agencies in this city, none stands higher in public confidence or receives a larger measure of recognition than that conducted by Mr. Wm. J. Ryan, at No. 434 Walnut Street. This gentleman is especially prominent in insurance circles as the agent for the Hamburg-Bremen Fire Insurance Company, of Hamburg, Germany; and the California Insurance Company of San Francisco, Cal. His agency covers the territory embraced in the counties of Philadelphia, Bucks and Montgomery, and has been successfully conducted by him since January, 1886. The Hamburg-Bremen is one of the strongest and most popular insurance corporations represented in this country. It was organized in Germany in 1854, and established its business in this country the succeeding year. Its cash assets in the United States now amount to \$1,143,657.67, with a surplus of \$421,923.85, and its losses paid in this country amount to upwards of \$6,000,000.00. The officers and managers of this company have entire confidence in the ability and integrity of Mr. Ryan as their representative in this important territory, and he is thus enabled to secure equal and exact justice to all parties in interest when a loss occurs, and to guarantee the prompt adjustment and speedy payment of all honest claims. Mr. Ryan is a native of Philadelphia, a member of the board of underwriters, and a young man of large experience in insurance matters.

THE GUARANTEE COMPANY OF NORTH AMERICA, A. F. Sabine, Resident Secretary, No. 56 Walnut Street.—The Guarantee Company of North America was organized in 1872, and its head offices are at St. James Street, Montreal.

Seeing the advantage of a representation in Philadelphia, the company in 1881 opened a branch at No. 56 Walnut Street, Mr. A. F. Sabine being the resident secretary. The following gentlemen, who are widely and favorably known in financial and business circles for their executive ability, prudence and just methods are the officers and directors in Montreal and Philadelphia, viz: President, Sir Alexander T. Galt; vice-president and managing director, Edward Rawlings; W. J. Buchanan, general manager bank of Montreal; Hon. J. Gregory Smith, president C. V. R. R., St. Albans; Wm. Wainwright, assistant general manager G. T. R.; H. S. Macdougall, Macdougall Bros., financial agents; Wm. Withall, vice-president Quebec bank, Montreal; T. G. Shaugnessy, assistant general manager Can. Pac. Ry.; George Hague, general manager Merchants bank of Canada. Philadelphia directors—Benjamin B. Comegys, president Philadelphia National Bank; J. Livingston Erringer, president Philadelphia Trust Company; Alfred M. Collins, A. M. Collins, Sons & Company; John C. Sims, Jr., secretary Pennsylvania R. R. Co.; C. Hartshorne, vice-president Lehigh Valley R. R.; G. R. W. Ames, treasurer Shenandoah Valley R. R.; G. M. Troutman, president Central National Bank. This company transacts the largest guarantee business in America and can offer to applicants for bonds the most favorable terms consistent with a continuous and unquestioned security. The number of bonds issued by the company to June 30, 1889, amounted to 165,318. Claims paid \$677,656.74; capital and resources, \$1,024,798.42; surplus, \$199,938.95. We would observe that the bonds of this responsible company are not vitiated by change in position of the employee, and can be transferred from one employee to another without expense. The company has also branches in New York, Boston, Chicago, Richmond, St. Louis, Baltimore, and other leading centres of wealth and population. The rates of the company, which are just and moderate are based on its own tested experience as well as that of the principal British offices now existing. Mr. A. F. Sabine, the resident Philadelphia secretary, has had great experience and is noted for his promptness, courtesy and integrity. For details relative to the rates, etc., information is cheerfully furnished on application at the company's office.

STABL & STRAUB, Bankers and Brokers, No. 113 South Fifth Street.—The Philadelphia money market has long been justly celebrated for its sound and conservative yet active and advantageous character. No where is money seeking remunerative investment so safe and no where can legitimate commercial paper find such ready negotiation. This business was established in 1881 by the present enterprising firm which is composed of Messrs. Gustav Stahl and James H. Straub, and a more representative firm of financiers could not be found, and as bankers and brokers they transact one of the largest businesses in Philadelphia. They have occupied their present handsomely furnished offices since October, 1855, having been originally located at No. 13 South Third Street. The firm unite the widest range of practical experience, coupled with perfected facilities and influential connections. They transact a large banking business, receiving deposits, on current account or for stated periods at best rates of interest, loans are made on approved collateral, while the prominent specialty of the house is the buying and selling on commission of all securities listed on the exchanges of Philadelphia, New York, Boston and Baltimore with which they have direct communication, including government, railroad bonds and stocks and miscellaneous securities. They have a direct wire with Messrs. Harris & Fuller, of the New York Stock Exchange, and every facility is afforded patrons to keep pace with the fluctuations of the stock market instantaneously. Mr. Stahl is a native of Germany and has had a financial experience extending over twenty years, having been connected with the banking business there and in Philadelphia ever since he left school. Mr. Straub is a native of this city and has had fifteen years' experience. He is a prominent and popular member of the Stock Exchange and is co-median of the eighteenth ward of this city. Both partners are highly esteemed in financial circles in this city as honorable and progressive business men and influential citizens. The standing

and reputation of this honorable house are of the highest, all transactions being conducted on a sound, well balanced basis, conducive to permanent satisfaction and prosperity.

F. GUTEKUNST, Photogravures, Phototype Specialties, F. No. 712 Arch Street.—Mr. F. Gutekunst has achieved a world wide reputation in his profession, and developed a patronage of considerable magnitude, with far reaching influential connections. His art galleries and studio are centrally located at No. 712 Arch Street, comprising the entire building, with the upper floors of No. 714. The premises are handsomely furnished, and arranged for the convenience of the public. On the first floor is the attractive art gallery, a permanent exhibition of the greatest triumphs of the artist, camera, and engraver, including portraits treated in all styles, views of city and country, marine and landscape scenes, the great centennial panorama, acknowledged to be the largest photograph in the world, etc., etc. It will be seen from the magnificent array before the visitor, the scope, character and extent of Mr. Gutekunst's facilities. He unquestionably stands at the head of his profession in America. On the second floor are the ladies' parlors richly furnished and decorated and where everything accessory to successful sittings before the camera is at hand. On the second floor also with its two sky lights are the photographic outfits—the most complete of any in Philadelphia. Here are the dry plate and instantaneous processes operated in the most perfect manner. The whole of the apparatus are of the newest and the best. The business is by no means confined to portrait work. This is but one department. Landscape and commercial photography are prominent specialties; everything can be photographed either here, or by experienced artists sent out, including buildings, machinery, merchandise, ships, animals, marine and landscape views. The works photo-mechanical printing are situated at Ninth Street and Girard Avenue and are extensive and perfectly equipped, employing most skilled hands, on photogravure and phototype work in America. His artistic conceptions are allied to great executive ability, and practical business methods; his establishment is the model in its line, and the proprietor who is highly esteemed in social circles, justly merits the success that has attended his ably directed efforts.

EDW. C. RYER, General Manager Vermont Life Insurance Company, No. 426 Walnut Street.—This gentleman has been connected with the life insurance business since 1876, securing a well-grounded knowledge of all its details and requirements, and was appointed to his present responsible position on January 1, 1885. The Vermont Life issues what are described as the new installment bond, which experts declare to be safer and surer and, in the average case, cheaper than any other policy. In this bond the largest possible amount of ready money is secured with insurance at the very lowest possible cost. The amount of this bond is definitely stated; it is hampered by no conditions is contingent upon nothing, and depends only upon your pleasure. You will not be obliged to invest more than you wish, or to let you have paid in. In addition to the savings bank features investment, the installment bond is also a policy of life insurance covering the amount of the bond at a lower rate of premium than can be obtained in any of the co-operative or assessment societies. It is better than a bank, or even a government bond. The excellent condition of this company is clearly shown by the statement made January 1, 1889. The ratio of surplus is 133% than that of any other full legal reserve company in the United States, being 133% to the 100. During the year 1888 the increased income was \$10,693.00; in assets, \$27,128.00; in reserve, \$5,000.00; in surplus, \$4,321.00; in number of policies written, 1,265. Mr. Ryer is a native of New York City and for eleven years at Burlington, Vt., served during the war and came to Philadelphia in 1876. He is in the active prime of life, a member of the Life Underwriters' Board, and has charge of the inter-Vermont Life throughout Pennsylvania and Delaware, and its success with energy, zeal and decided success. He is prompt in all his transactions and much respected in business and insurance circles.

JACOB LODGE & SON, Machinists, No. 103 Hudson Street.—This business is the oldest of its kind in the United States, having been founded by Mr. Jacob Lodge in 1840, and who devised and introduced marked improvements into jewelers' and other specialties. He achieved a national reputation, and developed a trade of great magnitude. In 1865, Mr. Wm. F. Lodge, his son, was admitted into co-partnership under the name of Jacob Lodge & Son, and which has ever since been continued. Mr. Jacob Lodge owing to impaired health was not an active partner after 1879, and finally retired in 1885, after a long, honorable and useful career. His second son, Mr. Jacob Lodge, Jr., came into partnership at that date with Mr. Wm. F. Lodge, and the two are recognized as possessing the highest qualifications bringing to bear the widest range of practical experience, perfected facilities, and influential connections. The skill and improved appliances of this able firm are worthy of special mention, and have secured for it the orders and business of a majority of leading users of its lines of mechanism and those in need of fine machinist work generally. The firm's shops and salesrooms comprise four floors, 25 by 50 feet, equipped with the latest improved machinery and appliances run by steam power and affording steady employment to a large force of hands. The fame of the Lodge make of rolling mills for jewelers, etc., is world wide. They have not their counterpart for strength, durability and efficiency, and are all manufactured by a standard, regulated by the makers.

They include three to four inch mills in frames and four and five inch square wire rolls with cogs and stand. Half round rolls for rings, etc. All sizes are promptly made to order, and both as to prices and quality, no such advantages can be obtained elsewhere. The firm's trade covers every section of the United States, and includes also a heavy export demand from London, Paris, South Africa, New York and Philadelphia, etc., the Lodge rolling mills, etc., are the standards, and are in use in the leading shops.

W. E. Lodge was born in this city, and resides at Island Heights, N. J., and is one of the most public spirited citizens of the suburb, his election to the office of mayor of the town, indicating the confidence reposed in his integrity and marked executive abilities.

MONTGOMERY'S PREPARATIONS; Headquarters, No. 263 North Ninth Street; Laboratory, No. 144 North Sixth Street.—Montgomery's valuable and always reliable preparations are known far and wide over the American continent, and their popularity and sale increase with the lapse of years. Mr. Montgomery first began business in 1859 at No. 144 North Sixth Street. About a dozen years ago he opened a second establishment at No. 263 North Ninth Street, and here he now has his headquarters. He employs a large staff in the manufacture, packing and shipping of his various celebrated preparations, which are sent to all parts of the United States and South America. One of the most useful of these preparations is Monty's celebrated hair restorer, an invaluable article for the toilet checks the falling out of hair, causes a new growth of hair, restores hair to its natural color, improves its growth, soothes the scalp and roots of the hair, increases the secretion of the sebaceous matter of the hair, removes dandruff from the scalp, cures eruptive diseases of the scalp, and does not discolor the hair. Montgomery's expectorant is another useful preparation, one of the best remedies known for coughs, colds, consumption, etc. It is sold at 25 cents and \$1.00 per bottle. Monty's ague syrup for the cure of fever and ague, malarial fever, and fever, has a large sale at \$1.50 per bottle. Montgomery's parilla compound, or blood purifying syrup, is also a valuable preparation sold at \$1 per bottle; and not the least in importance these preparations is Montgomery's uterine catholicon for female weakness and its accompanying or resulting ailments, retailed at \$1 per bottle. The goods are to be had of any reliable druggist or direct from the proprietor.

SASMAN, Proprietors, Popular Hosiery Mills, Cor. Franklin Street and Girard Avenue.—A careful examination of the commercial and industrial development of Philadelphia, reveals the fact that many enterprises are on which demand special mention in an historical review of permanent character, and will arouse the interest of our

readers by the prominence they have achieved. A representative house coming into this category is that so ably conducted by Messrs. C. & G. Sasman, proprietors of the popular hosiery mills, located at the corner of Franklin Street and Girard Avenue. This is the leading concern of the kind in Philadelphia. The enterprise was inaugurated seven years ago by the present owners, and it has since achieved success of the most permanent and substantial order. The factory is comprised in two spacious floors, each 125x150 feet in area, and it is equipped with 100 looms, and all the most modern machinery, operated by steam power, and the extent of the business demands the employment of 125 expert hands. The goods are made in a vast variety of styles, and are unsurpassed for excellence of quality and finish. The trade extends to all parts of the United States, and is steadily growing in volume. The Messrs. Sasman are natives of this city, are popularly known and recognized as representative business men of ability and progressive methods, and their enterprise has effected much towards developing the material resources of their birthplace.

ÆTNA SILK COMPANY, No. 323 Arch Street.—The time is not very remote when Americans had to look abroad for their supplies of silk goods in every form, and when a few infant industries for the manufacture of silk yarns and threads and fabrics sprung into existence, they met with but scant encouragement, for the prejudice of the people against the home products was deep-seated, and their favor for foreign goods, on the opposite hand, equally intense. The founders of these industries persevered, effected improvements, invented new mechanical appliances, aimed at perfection, and ultimately succeeded in demonstrating that the native were fully the equal of foreign manufactures. Then silk manufacturing in this country obtained a firm grip on public favor, and in all its branches has been growing and prospering for years. Among the concerns devoted to the production of spool silk, silk twist, machine twist, etc., the Ætna Silk Company has gained well-deserved celebrity. This company has an establishment, and has had for the past seven years, in Philadelphia, at No. 323 Arch Street. The company's factory and headquarters are located at Norfolk, Conn., where they employ hundreds of hands in manufacturing their silk products, which are now recognized as standard goods in the markets of the country. The Philadelphia office is under the management of Mr. D. W. Johnson, who is a native of Connecticut, and has resided in this city for the past eighteen years. The company has fifteen travelers in all parts of the country, and five of these are associated with the Philadelphia house. Large orders are filled direct from the factory, and small orders in any part of Pennsylvania, from the Philadelphia establishment, where a heavy stock is constantly carried and a splendid business done.

A. J. MALONE, Paint Manufacturer, Nos. 1402 and 1404 North Tenth Street.—This is one of the best known and most popular houses engaged in the paint trade in Philadelphia. The proprietor originally established himself in business here as a house and sign painter, in 1872, and five years later began the manufacture and sale of paints and painters' supplies. He is especially prominent as sole manufacturer of the excellent natural wood stains, which are the only thing used with success over paint, are always uniform and reliable, unrivalled in appearance, unexcelled in durability, unparalleled in economy, unequalled in convenience, unprecedented in reputation, and undisputed in the broad claim of being the very best article of the kind on the market. It is easily applied, and is unequalled in any feature of merit, effectiveness or beauty. The business premises comprise a four-story building, 25x75 feet in dimensions. The trade of the house is conducted at both wholesale and retail, and is large, first-class and influential, and the wants of both dealers and consumers are supplied in quantities to suit, at the shortest possible notice and at terms and prices which are safe from successful competition. Mr. Malone is a practical and experienced painter, and is prepared to execute all orders and commissions for house and sign painting and interior decorations, with promptness and in the highest style of the art. He is an accomplished master of his trade in all its branches, and is in a position to place all transactions on a satisfactory basis and can guarantee results and quote prices difficult to be secured elsewhere.

H. L. LIPMAN, Original Patentee of Eyelet Machines, No. 51 South Fourth Street, (Second Floor.) One of the old-time business men of Philadelphia, who has won distinction and success, is Mr. H. L. Lipman, the manufacturer and original patentee of eyelet machines. This gentleman was born in the West Indies, and in 1825, when he was nine years old, he came to Philadelphia, and has resided here ever since. Upwards of fifty-eight years ago he entered the well known stationery establishment of Turnbull Stewart, famous for the superior quality of his goods, to whose business he succeeded, and has ever since been established in the stationery business in the neighborhood of Fourth and Chestnut Streets, and several useful things now extensively used and considered indispensable owe their origin to Mr. Lipman's ingenuity. In 1854 he introduced the first eyelet machine made in this country, before that date a small one imported from France, which only riveted the eyelet being in use. In October, 1843, he made the first envelopes manufactured in this country, and also made the first gummed envelopes, previous to which time letters were folded and sealed with wafers or sealing wax. He also made the first grooved rulers manufactured in America. Over thirty-five years ago he made the first blotting pad produced in this country. He has been engaged extensively in the manufacture of patent eyelet machines that bear his name. These are made in different sizes and forms, and are adapted for a variety of uses by hand or treadle. Lipman's patent combino eyelet machine is a new eyelet machine, and is just what is wanted, by every lawyer, conveyancer and merchant, for inserting eyelets in paper, leather or cloth. It is simple, cheap, durable, economical, interchangeable, and combines the merits of the "Improved" and the "Indispensable." It is strong, durable, punches the hole well, and is adapted for long or short eyelet, it clinches the eyelet firmly, papers cannot be removed, parts are easily replaced, and it combines punch and fastener, and is adapted to various eyelets. Lipman's "tri-patent" eyelet machine for cloth or paper is adapted for every variety of work, as with it eyelets can be inserted in paper, card, leather, cloth, india rubber webbing, and textile fabrics. Mr. Lipman has also patented the paged or numbered writing pads and tablets, which will prove a great convenience to many who are accustomed to using writing pads for the following reasons: (1) Leaves of sermons or lectures follow in regular order and suggest the length. (2) Paging saves time of reporters and printers in arranging in order. (3) Paging restrains waste. (4) Paging distinguishes my tablet from one "Pro Bona Publico." (5) Numbering allows for each salesman his own numbered tablet. (6) Fifty leaves are put up in each tablet and are so guaranteed. Mr. Lipman is the oldest stationer in Philadelphia now in business, and there is no more widely known nor more esteemed merchant in the city than he. (Since writing the above we learn that Mr. Lipman is taking steps to retire from the stationery business.)

A. LBERT C. LOWE, Manufacturer of Looking Glasses, Picture Frames and Window Cornices, No. 97 Market Street.—The emporium par excellence for artistic productions, in the line of mirrors, carvings, cornices, bric-a-brac, pictures, and kindred interior decorations is unquestionably the spacious and well appointed establishment of Albert C. Lowe. Mr. Lowe manufactures a line of looking glasses, picture frames, mouldings, casels etc., of exceptional merit, and deals extensively in genuine oil paintings, steel engravings and general works of art for the parlor drawing room and library, showing an assortment which for variety, extent and elegance is unsurpassed by any display of the kind in Philadelphia to-day. Unusually low prices prevail also, and every article sold is warranted as represented. This flourishing business was established in 1865 by the present proprietor, and during the twenty four years since intervening it has been conducted with uniform success. The business premises occupy a tastefully appointed 20x125 foot store, with factory in connection, some thirty expert hands being employed. An exceedingly fine stock is constantly carried, embracing superb mirrors and looking glasses, picture frames, window cornices and mouldings; exquisite art furniture, in unique design, and beautiful workmanship, handsome wood mantels, pedestals, casels etc., magnificent bronze goods, bisque figures, and a great variety of bric-a-brac wares; also a select line of paintings, engravings, etchings, chromos, photographs, albums and art novelties, while picture

frames are made to order likewise in Art style at short notice, and old frames regilt equal to new. Mr. Lowe, who is a gentleman of middle age, and a man of energy, business ability and skill, was born in Germany, and has resided in this city some thirty odd years. He makes a specialty of imported bisque figures, vases, bronze ornaments etc.

D. AVID L. KETLER, Manufacturer of Fine Cigars, and Wholesale Dealer in Manufactured Tobaccos, Cigarettes, Smokers' Articles, Etc., Southeast Corner Fifth and Market Streets.

—The enterprise displayed by the cigar manufacturers of Philadelphia has long been a source of credit to the city, and done much to advance the mercantile interests of the community. The city is favorably situated to command the trade, especially of the central states, and men of experience have not been slow to recognize that fact. One of the oldest tobacconists to be found in this section is Mr. David L. Ketter, whose establishment is located at the southeast corner of Fifth and Market Streets. Mr. Ketter founded his business in 1850, and continued in the sole control until 1872 when the firm became Messrs. Ketter & Osmond. The co-partnership existed until 1884 when Mr. Ketter again became sole proprietor, and has since been alone in the management of affairs. The premises occupied are amply spacious and commodious and are fitted up in the most tasteful and convenient manner. A very extensive stock is carried of superior cigars in popular brands, also manufactured tobaccos, cigarettes, smokers' articles, etc., all of the most reliable character, as none but strictly first-class goods are handled by this house. The trade supplied extends throughout Delaware, Maryland, New Jersey, and this state, and four traveling salesmen constantly represent the house on the road. The lengthy established connections of the house have given it command of the fullest advantages to be gained by a long and active lease of business life, and consequently it is in a position to offer the most favorable terms and prices to the trade, and to fill all orders, no matter how large, at the shortest notice. Mr. Ketter is a native Philadelphian, and is so well known to the trade that personal comments at our hands would be superfluous. In conclusion, however, we feel at liberty to say of the house that its prominence has been attained by a strict adherence to a policy of liberality and fair dealing in all its transactions, and that under Mr. Ketter's supervision the trade is bound to extend and increase and promises to reach mammoth proportions.

W. ILLIAM K. HAWKINS, Civil Engineer and Architect, No. 18 South Broad Street.—The city of Philadelphia has had erected within its limits during the past twenty years some of the finest public buildings and private residences that can be found anywhere in the United States, and is rapidly going ahead in improvements of the architectural display of its better class of edifices. Much of this is due to the many excellent architects she has in her midst, and among the number practising here must be mentioned Mr. William K. Hawkins, civil engineer and architect, who occupies a fine suite of offices at No. 18 South Broad Street, where he is to be found at all times engaged in supervising a force of assistants preparing plans and specifications for a large number of buildings to be erected under his direction. Mr. Hawkins has given a great deal of his attention to civil engineering, and was engaged in the construction of numerous works for the Pennsylvania Railroad Company, in whose service he was for eight years as assistant engineer. In that capacity he designed and superintended the erection of numerous depots, round houses and other buildings for the company, between Philadelphia and the District of Columbia. He started business for himself at his present location in 1888, and was at once accorded a very liberal and encouraging patronage, which is constantly increasing. He has now in hand many important commissions, and is prepared with every facility for carrying out all kinds of civil engineering and architectural work. Mr. Hawkins is a native of the city and was educated at Princeton College and trained in his profession here. He is a wide awake and energetic business man, thoroughly wedded to his profession, and enjoys the confidence and esteem of all the prominent builders and property owners in the city and its surroundings. He gives special attention to the construction of all kinds of buildings, bridges, roads, railroads, water works, sewerage systems, harbor improvements, mines, etc.

WILLIAM J. DORNAN, Book and Job Printer, Northwest Corner of Seventh and Arch Streets.—The facilities enjoyed by Philadelphia in the matter of printing and publishing are of the most complete and desirable character, every class of the most difficult typographical work can be executed here with promptitude and in the most accurate artistic style and one of the leading representative houses thus efficiently prepared, is that of which Mr. William J. Dornan is the popular and enterprising proprietor. He has become justly celebrated for the superiority of all printing executed by him, and has made medical work a prominent specialty, having a staff of the most skillful compositors and educated, trained proof-readers. He was born in Philadelphia and has here in his native city within a period of twelve years developed one of the most extensive and prosperous business interests of the kind. Starting in 1877, Mr. Dornan, owing to the rapid growth of trade was obliged to seek enlarged facilities, and three years ago removed to his present most eligibly and centrally located premises in a splendid building, No. 109 North Seventh Street. Here he has one of the most complete printing houses in the United States, fitted up and furnished in the most elaborate manner, with the finest type, material, presses, etc. This is the leading medical printing house in the United States, and its productions are noted for typographical, and fine presswork. In scientific and mathematical work also Mr. Dornan is deservedly famous. The premises are 60x150 in size, splendidly fitted with all modern conveniences, while to afford absolute security for the quantities of valuable plates, cuts, manuscript, etc., Mr. Dornan stores all such matter in his spacious fire proof vaults under the building. For the finest typographical work the trade and the public can find no more satisfactory office than this, both as to price and character of typography, while for all medical, scientific and technical composition Mr. Dornan offers substantial inducements, which cannot be duplicated elsewhere. Mr. Dornan is a man of marked executive capacity, sound judgment and unflagging energy. He gives personal supervision over his entire establishment, and it is a model in every way highly creditable to himself, and of recognized value as a prominent factor in retaining to Philadelphia such international prominence.

PETER L. KREIDER CO., Silversmiths and Manufacturers of Gold, Silver and Bronze Medals, No. 618 Chestnut Street.—This is a large and enterprising concern, and is entitled to special and prominent mention in the pages of this work. Like many other now noted large industries, this also had quite a small beginning, its success being the direct result of the ability which has led its course step by step. This concern is popularly and favorably known in the trade for its manufactures of gold, silver and bronze medals, and for the excellence and superiority of its products in all kinds of silversmiths' work. The business was founded in 1856, and, although several changes have been made in the proprietorship, the name of the founder has been preserved in connection with the business, which in his day, gained celebrity far and wide. In June, 1888, the enterprise passed into the hands of the present proprietor, Mr. A. Weber, who is a native of the city and a silversmith of ability and long experience. The premises utilized for the business comprise a floor, 25x125 feet in dimensions, and part of a basement, and the establishment throughout is equipped with the best mechanical appliances pertaining to the business, while permanent employment is afforded to twenty skilled operatives. Possessing ample capital and large producing facilities, this house is at all times able to meet the heaviest demands of the trade. The latter is largely derived from the length and breadth of the United States, although a considerable and increasing export trade is done with England, France, Germany and Canada. Throughout the middle, eastern and western states the patronage given to this house is very large. The business is characterized by honest and upright dealing and modern methods, and the house has the confidence of all who have dealings with it. Mr. Weber is personally a most courteous and energetic man of business, and very popular in the trade.

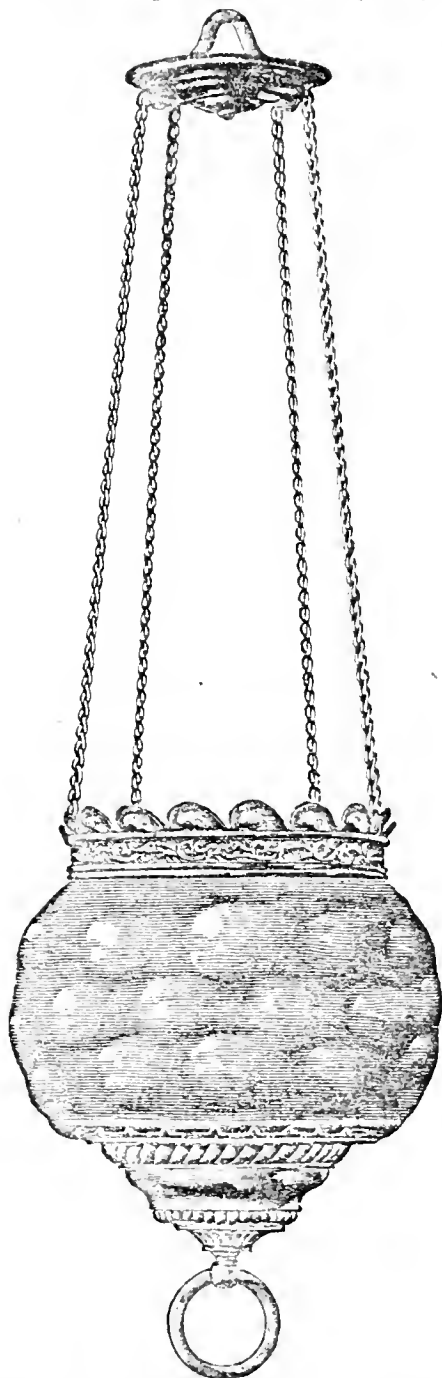
SAN GABRIEL WINE CO., Growers of California Wines and Distillers of Grape Brandies, San Gabriel, Cal., Arthur J. Stefani, Agent, No. 311½ Walnut Street.—The steadily growing popularity of the use of native wines has given an impetus

to the trade which is fast assuming proportions of magnitude, and among those actively identified with it, no concern has achieved a greater prominence for the superior character of their products than the San Gabriel Wine Co., growers of California wines and distillers of grape brandies, whose vineyards covering many hundreds of acres, are located at San Gabriel, Los Angeles, California, in the great grape growing section of that state. The officers of this company are D. De Benth Shoub, president and general manager; Evan J. Coleman, vice president; Niles Knickerbocker, secretary; E. L. Watkins, superintendent; all residents of California. The sole agents for the sale of the wines and brandy products of the vineyards, are Marschall, Spellman & Co., of New York, whose warehouses occupy No. 5 of the New York and Brooklyn bridge vaults in that city. The agent for the sale of these goods in this city is Mr. Arthur Stefani, whose office is at No. 311½ Walnut Street. He is an Italian by birth and has had a long practical experience in the wine business, and during the time he has been located in this city, he has secured a large first-class wholesale trade derived from dealers and jobbers and the leading hotels. The wines produced by the San Gabriel Co., are highly endorsed for their purity and general excellence and are far superior in every respect to the many wines imported, while at the same time they are sold at much less prices. Besides the California wines and brandies, Messrs. Marschall, Spellman & Co., also handle special vintages of those grown in the state of New York. Mr. Stefani is a very reliable, responsible business man, and in filling orders he is punctual and prompt. He is well known in this city and each year his business is steadily growing and increasing.

E. BORDA, & SON, Shippers of Anthracite Coals, No. 326 Walnut Street.—An old established and reliable house in Philadelphia actively engaged in the wholesale coal trade, is that of Messrs. E. Borda & Son, whose offices are located at No. 326 Walnut Street. The firm have also offices in Boston at No. 20 Exchange Place, and No. 27 Kilby Street. This extensive business was established in 1852 by E. Borda, as a miner of coal, and in 1863 by Borda, Keller & Nutting, as shippers and miners of coal, who were succeeded by Borda & Keller and E. Borda. Eventually in 1883 Mr. E. Borda admitted his son, Charles A. Borda, into partnership, the firm being known by the style and title of E. Borda & Son. The firm ship largely the finest grades of anthracite coals, including hard and free burning white ash, Lykens Valley, Shamokin, red ash, etc. They promptly fill orders for carload or cargo lots at the lowest ruling market prices, and during the past year handled nearly 300,000 tons. All anthracite sold by this responsible firm is guaranteed to maintain the highest standard of excellence, coming as it does from the best collieries in the anthracite coal region. Messrs. E. Borda & Son ship from Port Richmond, Philadelphia, and Port Liberty, N. Y., and their trade now extends throughout eastern, middle and southern states. Mr. E. Borda was born in France, but has resided in Philadelphia for the last twenty-seven years, while his son, Charles A. Borda is a native of this state.

J. B. FLESHMAN, Broker in Stocks, Oil and Grain, No. 128 Bank Avenue.—There are but few, if any, among the younger stock brokers of Philadelphia who have been more fortunate in establishing a name and standing in the financial and commercial circles of the city, than J. B. Fleshman, whose well appointed office is eligibly located at No. 128 Bank Street, and who is rapidly pushing his way to the front. Mr. Fleshman, who is a gentleman in the prime of life and a Philadelphian by birth, is a man of the highest personal integrity as well as energy and sagacity, and is practically conversant with stock operations and kindred transactions. He commenced business on his own account in July 1888, and from the first he has been steadily increasing his hold on public confidence and favor, and has now an excellent clientele. Mr. Fleshman handles stocks, bonds, securities, grain, oil and petroleum, buying and selling on commission and margin, and is prepared to execute all orders in the most prompt and judicious manner. He operates on the Philadelphia and New York markets, doing business in New York through Duran, Wright & Co., and J. C. Allen & Co., by private wires, and all his operations are handled in the most capable and trustworthy way.

A. J. WEIDENER, Chandeliers, Lamps and Glassware of every Description, No. 26 South Second Street, and No. 27 Strawberry Street.—The progress of civilization has been marked by rapid advancement in improved methods of artificial illumination, while the settings and fixtures from which the various classes of light shed their brilliancy are equally essen-



tial features of progress, and are of direct interest to the public at large. The demands for lamps, chandeliers and kindred specialties of a character worthy of the architectural developments of the present age, and has been duly recognized by none in this city with more satisfactory results than by Mr. A. J. Weidener, the

well-known wholesale and retail dealer in chandeliers, lamps and glassware of every description, at Nos. 26 South Second and 27 Strawberry Streets. This gentleman has been established in the business for a period of twenty-five years, and has achieved a reputation and acquired a trade that places him in the foremost rank of enterprise, popularity and success. The premises occupied for trade purposes comprise a four-story building, 25x125 feet in dimensions, thoroughly attractive in all its appointments, and perfect in convenience of arrangement for display, inspection and sale. The connections of the house with manufacturers of the highest repute enable it to offer its patrons and the trade the latest designs and most desirable novelties as soon as they are ready for the trade, and the stock in every department is kept up to the highest point of excellence and efficiency. The specialties here exhibited in chandeliers for the drawing room, library and all parts of a private mansion are unsurpassed for beauty of design, fine finish, durability and artistic excellence, by those of any similar house in the city, while the lamps and lamp goods of this enterprising establishment meet the approval and command the patronage of the most critical and fastidious purchasers. Mr. Weidener is agent for the Pearl Top lamp chimney, and handles a number of valuable specialties that are not obtainable elsewhere in the city. The trade is large and influential throughout Pennsylvania, Delaware and New Jersey, and is annually increasing in volume and importance.

CONSOLIDATED MANUFACTURING CO., Manufacturers and Importers of Brushes, Salesroom and Warehouse No. 209 Market Street.—America takes the lead in brush manufacturing, a fact which is forcibly demonstrated by reference to the great concern known as the Consolidated Manufacturing Company whose office, salesroom and warehouse are located at No. 209 Market Street, with factories at Trenton, N. J., and Norristown, Pa. The business was established in 1878 by Messrs. Pickering & Coleseott, the present company being incorporated in 1888 with Robert Shean as president and W. C. Odiorne as secretary and treasurer. From the start the products of this house have been in extensive and constantly increasing demand owing to their reliability, quality, finish and uniform excellence, and are recognized by the trade everywhere as standard goods, while the prices quoted will defy competition by any contemporary house. The Philadelphia house was established in 1878 with W. A. Coleseott as manager, enabling the house to more promptly meet the demands of the trade. The headquarters of the company are at Trenton, N. J., where they have an immense factory and where 200 hands are employed in manufacturing all kinds of brushes. The premises occupied in Philadelphia comprise a spacious wareroom and salesroom 25x109 feet in size with basement, which is fitted up with every facility for the business and in which a heavy and superior stock of all kinds of brushes manufactured by the house is carried, besides a fine stock of imported goods from the most celebrated manufacturers of Europe. The range of manufacture includes a full line of every description of brushes from the fine camel's hair to a horse brush. A leading specialty is made of heavy brushes for kalsominers, painters, scrubbing brushes, and horse brushes and all kinds of brushes for heavy use. A specialty is also made of machinery brushes used in manufacturing. The house is an authority as regards all kinds of bristles and imports and uses only the best of every grade. Fine coach and marking brushes, stencil brushes, etc., are made in the most superior manner, the bristles being fastened in such a way as to make it impossible for them to become loose or push through. The artist brush department is also complete as to every style and grade including all the requisites for sign painters and decorators and the best camels hair, ox hair and sable brushes. This is also headquarters for silver-plate or jewelers' brushes and all grades and styles of brushes for shaving and for the hair, teeth, nails and flesh—also clothes and hat brushes and every variety of brushes for any use. These goods are the best sellers in their line. The trade of the house, which is the largest in Pennsylvania, extends all over the United States and six commercial travelers constantly represent the house upon the road. The manager, Mr. Coleseott, is a young man of unremitting enterprise and fine business ability and is popular with the trade everywhere for his close attention to the wants of patrons and his honorable and reliable manner of transacting business.

SMITH BROS., Designers and Engravers on Wood, No. 119 South Fourth Street.—The engravers' art dates its origin so far back that human knowledge at this remote age cannot accurately place it, but within comparatively recent years it has improved wonderfully, and has kept pace with the advancement of art in other directions. One of the oldest and most popular engraving establishments in the city of Philadelphia is that now conducted by Messrs. Smith Brothers, designers and engravers on wood, in the Forrest Building, at No. 119 South Fourth Street. The business was inaugurated in 1807 by Mr. Ferd. Smith, who subsequently took into partnership his brother George, and the house then assumed the title of Smith Brothers, which it has ever since maintained, though George died in 1881 and Ferd., has ever since been the sole proprietor. The premises occupied are commodious and fully equipped with all necessary tools and conveniences. Mr. Smith, who is a thorough master of his art, exercises a personal supervision over the operations of his staff of skilled assistants, giving their work the benefit of the finishing touches, which his artistic judgment and years of experience have bestowed upon him so fully. His work covers all the branches of the art from the careful, highly wrought illustration for the monthly magazine, to the bold but faithful outline portrait for the columns of the daily newspaper. For the execution of mechanical work he is especially well equipped. He has always made this a special feature of the work of his establishment. Any practical man can at once see the advantage which a knowledge of the principles of mechanics gives the one who undertakes to picture a piece of machinery, and, when to this knowledge is added his long experience, it is not difficult to understand the reasons of his success in this branch of engraving. His time is fully occupied, and his workrooms always present a scene of industry and activity, while his patrons are found throughout the United States and Canada and their number is rapidly increasing. Mr. Smith is a native and permanent resident of Philadelphia, where he has a host of friends, and in art circles is looked up to with that respect which is the universal concomitant of exalted genius.

CHARLES NAYLOR, Manufacturer and Importer of Military and Society Goods, Regalia, Banners, Flags, Swords, Paraphernalia, Etc., No. 118 North Fifth Street.—A leading manufacturing and importing house deserving of special mention on account of its distinguished enterprise is that conducted by Mr. Charles Naylor, at No. 118 North Fifth Street. There are few business men better known or more popular in the city than Mr. Naylor, who is engaged in manufacturing and importing military and society goods, regalia, banners, flags, swords, paraphernalia, etc., and in handling these goods at wholesale and retail. Mr. Naylor was born in this city, and is a war veteran. From August, 1862, to August, 1865, he served in the ranks as a private, being a member of Company G, of the 65th Pennsylvania Volunteer Infantry. In the year following his return from the war he founded his present business, which, from a small and unpretentious beginning, has grown to extensive proportions. He occupies for the purposes of his trade a three-story building, 25x60 feet in dimensions, and this is very handsomely and tastefully fitted up throughout, and heavily stocked with all kinds of goods required by uniformed societies, military bodies, bands and secret societies. A large importing trade is done, and uniforms, flags, banners, etc., are made to order in any style or design desired. From ten to twenty hands are employed on the premises, but the bulk of the work of manufacturing is done outside under contract. The trade of the house is not confined to the city and district, but extends to all sections of the Union. Mr. Naylor is a prominent member of twenty-one different societies in the city, including all the leading ones, such as the Masons, Odd Fellows, etc. He is also a member of the Grand Army of the Republic, Post 160. He is a wide-awake, energetic, progressive business man, and has a thorough knowledge of every detail of his trade. In all transactions he will be found just and liberal, always anxious for the benefit of his patrons, and prepared to offer advantages and facilities in keeping with an honorable and energetic policy.

A. H. LANNING, Heaters and Ranges, Cold Case Portable Heaters, No. 124 North Sixth Street.—The effective heating of dwellings and other buildings is a business requir-

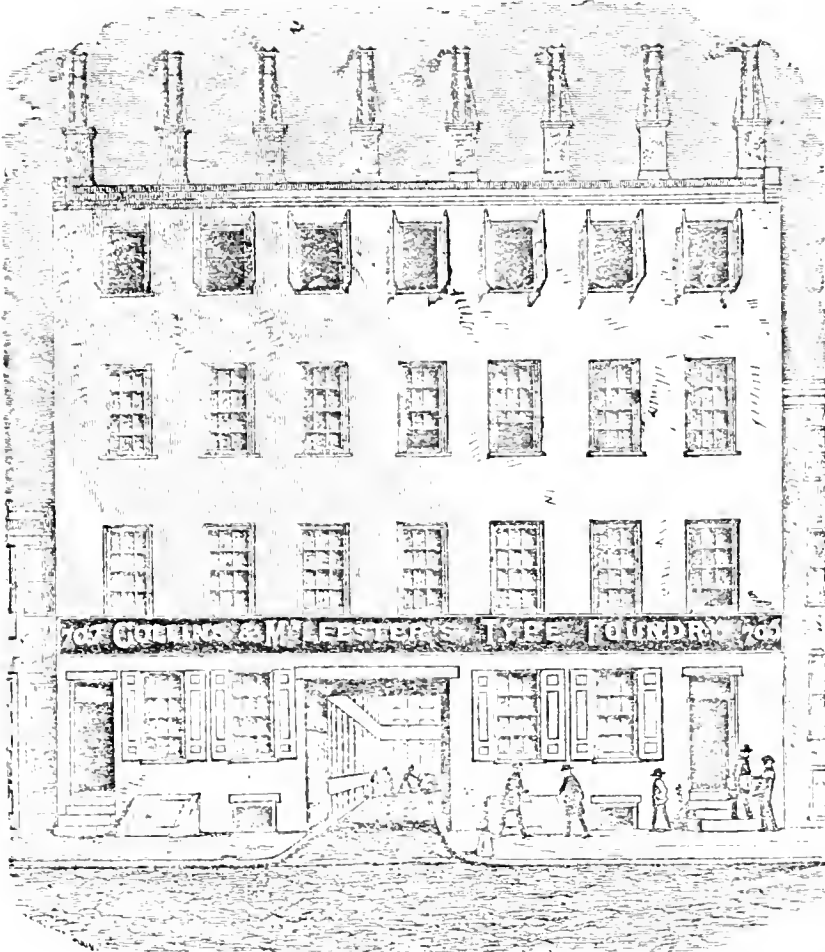
ing considerable skill and practical ingenuity, and in this department of trade Philadelphia has many experts who have gained distinction in their calling. One of the oldest houses identified with this line of enterprise is that located at No. 124 North Sixth Street, and now conducted by Mr. A. H. Lanning. This establishment dates its history back to the year 1853, when it was founded by Mr. A. W. Rand, who, in 1860, formed a partnership under the style of Rand & Perkins. In 1882 Mr. William Brewin became the proprietor, and in 1887 he was succeeded by Mr. Lanning, who has been connected with the trade from his youth up. He is a manufacturer of heaters and ranges and a general tin and sheet iron worker. His premises comprise a store and basement, each having an area of 25x100 feet. The manufacturing department is equipped with the best machinery, tools and appliances known to the trade, and from eight to ten hands are employed in executing all kinds of tin and sheet iron work, manufacturing, repairing, and putting in heaters and ranges, executing all kinds of hot air work for fruit dryers, etc., making tin roofing and spouting and doing all kinds of jobbing in this line. The salesroom is neatly fitted up and arranged, and here is displayed a fine assortment of cold case portable and other heaters, ranges, grates, fire places, tin and sheet iron ware and kindred goods.

E. H. FRIEDLANDER, General Steamship Agent and Money Exchange Broker, No. 306 Callowhill Street.—A business establishment that fills a particularly useful and important niche in this section of the city is the general steamship agency, money exchange and information bureau conducted by E. H. Friedlander at No. 306 Callowhill Street. It is a well ordered and thoroughly reliable concern, one of the very best of the kind in Philadelphia, and receives a flourishing and well-merited patronage. This deservedly popular and responsible agency was established some four years ago by the gentleman whose name heads the sketch, and from its inception the venture has been a positive and permanent success. The office, which is conveniently located on the first floor, is compact, neat and well conducted, and is kept open evenings until 9 o'clock for the convenience of patrons, while several competent assistants are employed. Cabin and steerage passage tickets by any of the trans-Atlantic lines are sold at reduced rates here; freight and parcels are forwarded to all foreign countries in the most expeditious and trustworthy manner, and drafts are sold for Germany, France, Ireland, England, Scotland and all parts of continental Europe. Cable transfers are attended to, letters of credit procured and collections promptly made on all points, while exchange of every description is bought and sold, and custom house business pushed through with despatch, import and export consignments being handled. Mr. Friedlander, who is a man in the prime of life and a native of Germany, is a gentleman of courteous manners and strict probity in his dealings, as well as of energy and business ability, and enjoys an excellent reputation in maritime circles.

J. G. SAVAGE, Wholesale Commission Merchant, Oysters, Clams, Terrapin, Etc. Office, No. 3, Pier 18 South Delaware Avenue.—Among the most active of the representative wholesale commission merchants and dealers in oysters, clams and all kinds of shell fish and terrapin, on Pier 18, South Delaware Avenue, is most assuredly Mr. J. G. Savage whose experience in this special line extends over many years. In 1881 he succeeded the firm of White & Adams who were the successors of L. P. Corbin & Co., who had previously established the business in 1850. William Savage is in the prime of life and is thorough going, active and persevering and has built up a good trade and secured connections with planters and oystermen in both the Delaware and Chesapeake bays and is receiving daily direct the very choicest prime Maurice River Coves and the best products of the tributaries along the Virginia and Maryland shores. He makes a specialty of terrapin including the celebrated diamond backs, and also shell fish of all kinds when in season, and can supply demands promptly and satisfactorily. Mr. Savage is a Virginian by birth and a liberal, fair, upright business man, reliable and responsible. He has a large first-class local trade and ships oysters, clams, etc., through Pennsylvania and northern New Jersey. He is well known and very popular in trade circles and at the present time resides in Camden.

COLLINS & M'LEESTER, Type Foundry, Nos. 705 and 707 Jayne Street, Philadelphia, has long been the recognized centre for the middle and southern states for every staple branch of business, and this remark holds good with special force as regards the trade in type and printers' supplies. An old established and representative house extensively engaged in this important trade, is that of Messrs. Collins & M'Leester, whose type foundry is situated at Nos. 705 and 707 Jayne Street. This business was established thirty-five years ago by Messrs. S. C. Collins and Alex. M'Leester, who conducted it till 1884 when Mr. Collins died after a successful and honorable career. Mr. M'Leester then succeeded to the ownership, and continues the business under the old firm name of Collins & M'Leester, with Mr. Eugene H. Munday as business manager. The premises occupied comprise a commodious four-story building 25x100 feet in area. The type

other specialties handled by this reliable firm are unsurpassed for quality and excellence, and have no superiors in this country, while the prices in all cases are as low as those of any other first class house in the trade. The firm give special attention to news-paper outfits, and carefully apportion the various fonts of type needed, while at the same time they spare no pains to meet the requirements of publishers. Estimates are promptly and carefully made for complete or partial outfits, and satisfaction is guaranteed in every particular. Mr. M'Leester was born in Ireland, but came to the United States when a child, while Mr. Munday is a native of Philadelphia, and well known in typographical circles personally, and through his contributions to the press. Both are highly esteemed in trade circles as liberal, energetic and just business men, fully meriting the abundant success secured in this valuable industry. The patronage of this house extends throughout all sections of the United States and Canada, and is steadily increasing owing to the superiority of their type, etc., which is sold with a full guarantee that it is equal to any in the world.



foundry, etc., is fully supplied with the latest improved appliances, apparatus and machinery known to the trade, while employment is given in the various departments to from forty to fifty skilled workmen. The firm manufactures and deals extensively in all kinds of printing materials, including numerous styles of roman and italic body type, plain and fancy job letter, borders, ornaments, etc., brass rules, dashes, circles, ovals, labor saving brass rule and metal and wood furniture, cases, cabinets, stands, composing sticks, brass and wood galleys, chases, imposing stones, ink stones, felt and rubber blankets, and the numerous other articles needed thoroughly to furnish and equip a complete composing room. Messrs. Collins and M'Leester are agents for first class book, newspaper and job presses, paper cutters, card cutters and other printing machinery and appliances of the most approved kinds, which are furnished promptly at manufacturers' prices. The type and

WM. E. RILEY & CO., Manufacturers of Horse Clothing, Lap-Robes, Etc., No. 507 Arch Street.

—One of the leading representative and largest houses engaged in the manufacture of horse clothing, lap-ropes, etc., in Philadelphia is the well known house of Messrs. Wm. B. Riley & Co., whose trade mark of the "Red Star" carries with it the strongest guarantee for quality, finish and uniform excellence of the goods bearing this brand and which is a familiar insignia to the trade everywhere throughout the United States. This business was established twelve years ago by the present enterprising firm who speedily secured the recognition and patronage of the best class of the trade throughout the United States and once introduced into any section their horse clothing, lap-ropes, etc., to rapidly enlarge their sale strictly on their merits and a steadily increasing demand has been the result. They manufacture extensively horse-blankets of all weights and grades, carriage robes and summer coverings adapted to every class of trade throughout the country. They have one of the most original and attractive array of robes to be found in the city comprising the newest and most popular textures shades and patterns. Their horse clothing is in extensive demand by horse owners everywhere for their durability and general adaptability and convenience. The premises occupied comprise a large five-story building with basement 30x165 feet in size and which is fitted up with all the necessary appliances and machinery necessary.

A heavy stock of these superior goods is constantly carried to meet the requirements of patrons both promptly and satisfactorily, and to do this means more than one can conceive unless they are familiar with the house, so extensive is their trade and so large their sales. Four traveling salesmen constantly represent the house throughout every portion of the United States and goods are shipped to nearly every state in the Union. Fifty hands are constantly employed in the building. The members of the firm are Messrs. Wm. B. Riley who is a native of New Jersey but has lived in the city for thirty five years, Leander Marshall who is a native of Chester Co., Pa. but has lived in the city for the past twenty-five years, and E. Young who is a native of Baltimore but has resided in Philadelphia since he was a child. All of these gentlemen are honorable, intelligent young business men full of energy and enterprise.

JOHAN T. PALMER, Book and Commercial Printing, No. 466 Race Street.—Philadelphia has long been distinguished for its many high class printing establishments, and not without just reason, for the specimens of the typographical art which emanate from the principal printing offices here compare favorably with the productions of offices in any part of the world. A prominent house here, where mechanical skill and natural genius are happily combined, is that of Mr. John T. Palmer, of No. 466 Race Street, where he has every possible facility for the speedy filling of all orders in the most satisfactory style of the art. Mr. Palmer has had vast practical experience in the craft, and, embarking in business on his own account ten years ago, he has since developed a large, substantial and influential patronage. The premises devoted to the business are very commodious and comprise the second floors 65x115 feet in dimensions, and to meet all requirements they are fitted up with a splendid outfit of cylinder and job presses and a large amount of handsome type and other suitable material. The house has thus every facility for doing all kinds of newspaper, book and job work, and the proprietor, who fully understands his business in all its details, commands a deservedly large and permanent trade in the city and vicinity. Mr. Palmer makes a specialty of catalogue work and the finest specimens of catalogues are turned out in the most artistic and ornate style and in the most attractive form, the fine catalogues of many of Philadelphia's leading manufacturers being the work of this house. Twenty-five skilled and experienced operatives are in constant service, and all work is done thoroughly and satisfactorily at the lowest possible charges. Mr. Palmer was born in the city, and here he learned his trade. Personally he is very popular in both business and social circles.

THE JAS. M. WILLECOX PAPER CO., Manufacturers and Dealers in Paper, No. 599 Minor Street.—A house that has been established for upwards of 160 years must necessarily engage and attract more than ordinary attention from the compilers of this review of the commerce and industries of the city of Philadelphia. Such an establishment is that of The Jas. M. Willecox Paper Company, manufacturers and dealers, whose offices and salesrooms are located at No. 599 Minor Street. This representative and reliable house was founded in 1729, and has always been carried on for five generations by members of the same family, descending from father to son during that long period. This establishment had been in existence nearly half a century, when the signers of the Declaration of Independence met in Philadelphia, July 4th, 1776. What a remarkable period in the history of not only the United States, but of the entire human race does the business record of this famous house cover. At the Ivy Mills, Delaware County, Pa., built by Thomas Willecox in 1729, was made the paper used by the Continental Government for bank notes prior to 1776, and also that used by the United States Government for security notes and Federal currency during the wars of 1776, 1812 and 1861-1863. During the last war the house also supplied the Internal Revenue Department with stamp paper. In 1836 James M. Willecox built the Glen Mills in Delaware County, Pa., still operated by the house. During the last half century the house has filled many important contracts for bank and currency paper with the governments of France, Germany, Brazil, Greece and Buenos Ayres, and samples of the papers furnished under these various contracts can still be seen. And it is a remarkable and highly interesting fact that there has never been a counterfeit of money made of the Willecox paper presented to the Government for cancellation. There is no question but the house has made—and still makes—the best and most reliable paper of the kind of any concern in the world. Among other papers now made by the house is one kind intended for chemical treatment which converts it into what is called vegetable parchment paper. It looks like veritable parchment and has all the desirable qualities of the original. The house also makes gold leaf book papers and music papers. In music papers no change has been made in the quality of the product since 1836, and some of the customers of the house have purchased these papers during all that lengthy period, and would never think of using any other. The mills are now being run night and day and are turning out at the rate of about 5,000 pounds per day of absolutely pure rag papers only. This is the oldest house of business in any

line in the United States, and is now the sole property of Mr. William F. Willecox. He became a partner in the business in 1883, after the death of his father, Mark Willecox. He has received a thorough training, and is fully conversant with every detail of this important industry and the requirements of the most critical patrons. The premises occupied in Philadelphia comprise a spacious five story building, which is fully stocked with all varieties of paper, manufactured by The Jas. M. Willecox Paper Company. Mr. Willecox promptly and carefully fills orders at the lowest possible prices, and guarantees entire satisfaction to patrons, while at the same time his trade now extends throughout all sections of the United States and Canada. The product of the mills has established a reputation at home and abroad second to none for uniformity and excellence of quality and finish. The proprietor is a native of Philadelphia, where he is highly esteemed by the community for business ability, energy and sterling integrity. Further personal comments are unnecessary, the well-known character of this house placing it above criticism, affording as it does an example of a long, honorable and prosperous business career.

FRANCIS MANGAN, Magazines, Blank Books, and Stationery, No. 41 South Eighth Street.—A live, highly successful, useful and popular business establishment on South Eighth Street is the well known news depot and stationery store at No. 41, three doors above Chestnut Street. The business was established here by the Mangan brothers, in 1873, and the only survivor of the founders is Mr. Francis Mangan, who succeeded to the entire control of the business at the beginning of the year, 1889, and who is a pushing, energetic, progressive business man, known far and near, and highly esteemed by all acquainted with him. The store is compact, finely fitted up, and neatly arranged and kept. The stock embraces a large and full supply of current publications, magazines and higher class periodicals, illustrated books, stationary for both office and private use, blank books and pocket books, various supplies for school and counting room use, and a vast miscellaneous assortment of fancy goods in great detail, and at extremely reasonable figures. A special feature is made of the handling of all the leading daily and weekly newspapers, which are regularly and punctually delivered on order at customers' residences, as are also magazines, periodicals, etc. Mr. Mangan has several assistants and does a brisk, large trade throughout the city and vicinity. His patronage is constantly increasing, a fact which is to be attributed to his promptitude, liberality and business like methods. Mr. Mangan was born in this city, at No. 862 South Fourth Street, and takes a deep interest in all matters tending to the material improvement of his native city.

H. B. COYLE & SON, Blacksmiths, No. 622 Filbert Street.—The vocation of the blacksmith is one of the oldest as well as most useful among the mechanical industries, and its origin is lost in antiquity. The second oldest house in Philadelphia engaged in this line, and one that has to its credit an honorable record extending over a period of half a century, is that of Messrs. H. B. Coyle & Son, whose establishment is located at No. 622 Filbert Street. The inception of this worthy concern dates back to 1836, when it was founded by Mr. John Coyle, and in 1850 his son, Mr. H. B. Coyle, succeeded to the ownership. In 1887 the latter admitted to partnership his son, Mr. Francis X. Coyle, and thus the house represents three generations. The premises occupied by the firm are equipped in the most thorough manner for forge work, and blacksmithing of every description, and employment is given a force of skilled workmen. The Messrs. Coyle carry on active operations in general jobbing and machine forging, sign and building iron work, iron bedsteads for institutions, making and repairing store trunks, etc., and they make a leading specialty of awning frames and fire escapes, and of Coyle's patent roll-up awning. All orders are given immediate attention, and all work undertaken is accomplished in the most thorough and substantial manner. The senior member of the firm, though born abroad, has resided in Philadelphia for the past fifty six years. His son was born in this city. Both are widely and favorably known in business circles, and are pleasant, honorable business men with whom to have transactions.

CHARLES BECK, Importer and Manufacturer of Glazed and Fancy Papers, Cards, Card Board, Etc., and Dealer in Paper Box Makers' Machinery No. 609 Chestnut Street, and Nos. 604, 606, 608 and 610 Jayne Street.—The leading representative of the wholesale trade of Philadelphia in all kinds of glazed and fancy papers, cards, card board and chromo cards, book binders' and paper box makers' machinery, etc., is Mr. Charles Beck, whose extensive establishment is so centrally located at No. 609 Chestnut Street and Nos. 604, 606, 608 and 610 Jayne Street. Mr. Beck is a native of New York, and who in that city thoroughly learned every detail of the trade in which he has achieved such marked success. He came to this city some twenty-five years ago, at once starting in business on his own account and early securing for his splendid lines of papers and card boards, the patronage of the best class of trade. He originally located on Third Street, where he remained for six years, subsequently removing to Sixth Street, where he remained for a further period of nine years. He then removed to his present eligible premises, which comprise two immense floors, 20x200 feet in dimensions and where he carries by far the heaviest and most desirable stock in town in his line. Mr. Beck is the most competent expert in regard to paper box machinery and binders' machinery in the United States, and is an experienced paper box manufacturer and has made a special study of paper box machines for the past twenty-five years, with the result that he is the best judge of the build and practical working value of all machines in the line, many of the latest improvements having been made from patterns of his design, and the very best machines for several purposes are of his own manufacture. He furnishes complete outfits for every class of paper box and binders' work and sells all such machinery strictly at manufacturers' prices, while he gives a close personal examination to every put before shipping. Among the machines dealt in by him may be mentioned the following: Keystone box stitching machines, Schoettle's improved table shears, Lodge's patent cutting and scoring machine, Clark's adjustable paper box cutting machine, Lodge's rotary board cutter, Lodge's scorer and cutter combined (a heavy machine for large work), Philadelphia scoring machine, thumb hole cutter, Philadelphia corner cutter, paper box makers' sewing machines, paste board lining machine, the hand power and steam power Dooley cutters, paragon lever cutters, Brown's improved rotary cutter, new slotting machine, punching presses, Beck's lever embossing press, large power die presses, comet proof press, etc., etc. Mr. Beck's business in the sale of the above classes of machinery has rapidly grown, and he supplies leading concerns all over the United States. He is also the leading importer and dealer and manufacturer of every description of fancy, colored, glazed, plated, enamelled, embossed, gold, silver and copper paper, laces and borders, sheet pictures and relief ornaments, chromo cards, card board of every description, programme covers, etc. He sells to the best class of trade all through the United States, Canada, and exports to West Indies, South America, etc. He is a popular and respected merchant, who has ever retained the confidence of leading commercial circles, and is a worthy exponent of this important branch of trade.

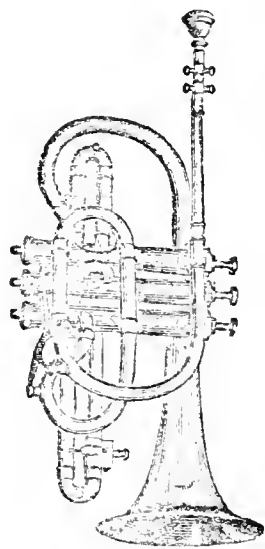
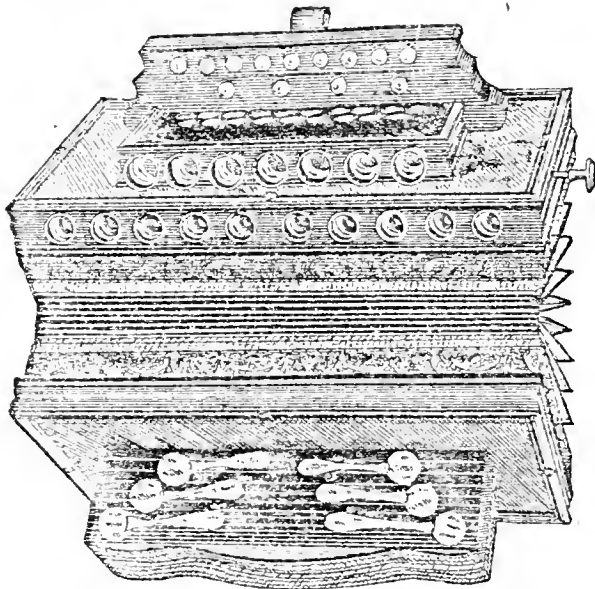
JOHAN M. MARIS & CO., Manufacturers and Importers of Druggists' Fixtures, Glassware and Sundries, No. 711 Market Street.—A house that has been established for ninety years, must necessarily engage and attract more than ordinary attention from the compilers of this review of the commerce and industries of the city of Philadelphia. Such an establishment is that of Messrs. John M. Maris & Co., No. 711 Market Street, manufacturers and importers of druggists' fixtures, glassware and sundries. This reliable and representative house was founded in 1795 and after some changes in 1846 Messrs. John M. Maris & Co. succeeded to the management. Mr. John M. Maris retired in 1886 after a successful and honorable career and the business is now the property of his sons, Messrs. H. J. George and Theo. Maris and John Franklin, who are still conducting it under the old firm name of John M. Maris & Co. The headquarters are in Philadelphia, and the firm have also branches in New York at No. 26 College Place, and in Chicago at No. 108 Randolph Street. The premises occupied in Philadelphia comprise five spacious floors, each being 28x200 feet in area, fully equipped with every appliance and facility for the successful and systematic conduct of

this steadily growing business. The stock is immense and embraces all kinds of druggists' glassware, fixtures and specialties, including the best merchandise of this description, procurable either in Europe or America. Messrs. John M. Maris & Co. import direct from the most celebrated European houses, and every novelty comprehended in the range of druggists' supplies is to be obtained from this popular and responsible firm at most reasonable rates, while entire satisfaction is guaranteed to patrons. In fact all goods handled by this firm are unrivalled for quality, reliability and uniform excellence and have no superiors in this city or elsewhere. The partners, Messrs. H. J. George and Theo. Maris and John Franklin are all natives of Philadelphia, where they are highly esteemed in the community as liberal and honorable business men—and ever retain the confidence of our leading financial and trade circles.

WILLIAM H. WIGMORE, The Only Manufacturer for the Trade Exclusively of Gold, Silver and Plated Surgical Instruments, No. 107 South Eighth Street.—The name of Wigmore will ever be honorably identified with the progress and development in the manufacture of improved surgical instruments. Mr. William H. Wigmore has achieved an international reputation as an inventor and manufacturer of full lines of gold, silver and plated surgical instruments which are now in general use by the surgical profession of the country at large. Mr. Wigmore established his present business ten years ago, and from its inception met with the hearty endorsement and liberal patronage of the trade. He is a recognized authority and practical expert in this line, and has a thorough knowledge of every detail. He was born in New Jersey, and has been a resident of Philadelphia since nine years of age. Early in life he learned the surgical instrument trade in every detail, and soon became celebrated for the elaborate and accurate character of his work. He is the most prominent representative in his line, and has effected a number of valuable improvements in surgical instruments, his inventions being duly patented, and thus rendering his instruments manufactured from the precious metals far superior to any other make in the market. He has an extensive factory, which has been permanently located at No. 107 South Eighth Street, which is fitted up with the latest improved machinery, lathes, etc., specially constructed for Mr. Wigmore's delicate class of work. He here employs from 20 to 25 hands, rendering his factory the largest and finest of its kind in the business in the United States. Mr. Wigmore is the only manufacturer for the trade exclusively of these instruments, and offers substantial inducements as to purity of metal, improved designs, perfect temper, general high quality and elaborate finish, nowhere else duplicated. Mr. Wigmore is a constant investigator in this difficult field of skilled industry, and the splendid achievements already effected by him, indicate that he maintains the supremacy in a branch of business of the utmost importance to the surgical profession.

VAUGHAN D. DROWN, Architect, Nos. 126 and 128 South Fourth Street.—In a city of the importance and magnitude of Philadelphia, there are many expert practical architects who being well qualified both by education and training make a special business of designing and furnishing plans and estimates and superintending the construction of dwellings and buildings. Among those who have achieved distinguished success in the profession is Mr. Vaughan D. Drown, a young man possessing abilities and talents of the highest order whose business requirements and reputation are such as to keep him and his several assistants constantly employed. He has been engaged in the business for some time, and was formerly with Mr. S. S. Stebbins in Minneapolis. Recently he has continued the business on his own account, and occupies offices at Nos. 126-8 South Fourth Street. Mr. Drown while giving his attention to all branches of the profession, is especially engaged in designing and drawing plans for dwellings and school houses, and has erected many handsome residences in this city and vicinity, and also a school house at Minneapolis and another at Mooretown, Pa., and many other buildings. He is a Philadelphian by birth, and occupies a foremost position in his profession, and conscientiously discharges his duties with skill and ability in a manner that cannot be otherwise than satisfactory.

F. J. HOLZBAUR, Musical Instruments and Strings, Musical Merchandise in General, No. 250 North Second Street.—An important branch of industry in the city is that pertaining to musical instruments which is represented by none more thoroughly than Mr. F. J. Holzbaur who is proficient in all the details thereof. Mr. Holzbaur is a native of the state of New Jersey but has resided in Philadelphia since 1876 and established in business the past four years and was located on North



Third Street until last June when he removed to the commodious store now occupied at No. 250 North Second Street. He is a skilled musician and master of a number of instruments and without doubt is the proper person to consult by those seeking the best that are manufactured. The store which is 20x60 feet in area is handsomely fitted up and contains a large and varied line of brass, reed and string instruments of all kinds including violins and cellos, and horns, cornets, trumpets, piccolos, flageolets, accordions, concertinas, and also musical merchandise of every description music and instruction books and songs, ballads, dance music, and the finest imported strings. Mr. Holzbaur makes a specialty of concertinas and accordions and defys competition and challenges one and all of the so called repairers and makers to produce instruments of superior workmanship or those that will

compare favorably with his unexcelled productions in quality or price. All kinds of musical instruments are promptly repaired and full satisfaction is guaranteed and given. Mr. Holzbaur is favorably and well known in musical circles and is a prominent member of the Order of Odd Fellows. He is doing a good substantial business and enjoys a large circle of friends and acquaintances.

P. E. CREW & CO., General Produce Commission Merchants, Green and Dried Fruit, Butter, Eggs, Poultry, Live Stock, Etc., No. 324 North Water Street.—Among the solid, substantial, well known business houses in this city is that of Messrs P. E. Crew & Co, who conduct an extensive trade as

dealers, handling butter, poultry, eggs, live stock, dried fruits and general farm products. The firm commenced business in the spring of 1853, and by successful management the trade of the house has been developed to large proportions and spread all over the city and its populous suburbs. From the beginning the business has been conducted at No. 324 North Water Street, where the firm occupy a store 25x40 feet, and provided with all necessary conveniences for the handling of stock and the filling of all orders. The business is carried on on a commission basis, and consignments of live stock, eggs, dried fruits, poultry and produce of all kinds come to hand daily from all the best producing sections of Pennsylvania, Delaware, New Jersey, etc. The stock is, therefore, always choice, fresh and ample, and one from which dealers can make selections at the lowest prices prevailing in the market. The increasing distributive trade of the house demands additional consignments, which the firm solicit. Liberal advances are made upon consignments when requested, and as the sales are quick and the credit of the house good, immediate and satisfactory returns are assured. The stability and responsible character of the firm are attested to by the National Bank of the Northern Liberties, Philadelphia, or by any reliable produce house in the city. The co-partners are prominent members of the Philadelphia Produce Exchange, and are universally held in much esteem by the trade generally.

C HAS. H. ELDRIDGE, Butter, Cheese, Eggs, Poultry, Game, Etc., Produce Commission Merchant, No. 26 South Water Street.—Among the most enterprising and successful commission merchants, shippers and wholesale dealers in domestic produce, in this city, is Mr. Chas. H. Eldridge, of No. 26 South Water Street. Although established but three years, yet Mr. Eldridge has won a substantial, and most desirable trade with the dealers of Philadelphia and the surrounding country, and has acquired business connections of the most influential character. He brings to bear in his operations the experience gained by sixteen years which he has passed in the commission business, and his energy, application, and honorable methods have deservedly brought him into popular favor. The goods handled include produce of all kinds, poultry, butter, cheese, eggs, game, flour, grain, dried fruits, beans, apples, potatoes, beeswax, beef, pork, lard, tallow, ashes, hops, furs, wool, cotton, tobacco, resin, hay, seeds, etc. All goods are received direct from producers, and a heavy stock is at all times kept on hand to supply the demand. Consignments are solicited, a ready market is assured, and all returns are made with satisfactory promptness. Mr. Eldridge, who is a native of this city, is one of the most progressive among our younger merchants, is thoroughly identified with the commerce of this great business mart, and he takes a lively interest in everything pertaining to his business in everything that conduces to its welfare.

C HARLES A. VOIGT, Manufacturer and Repairer of Violins, Cellos, Double-Basses, Guitars and Zithers, No. 225 North Fifth Street.—The headquarters for fine string musical instruments in this section of the city is the popular and well patronized establishment of Charles A. Voigt, manufacturer and repairer of violins, cellos, guitars and zithers, No. 225 North Fifth Street. The articles to be found here are of a very superior character, alike as to construction, tune and finish, every instrument sold being warranted as represented, while the prices prevailing are maintained as the very lowest figures consistent with first class value and honorable dealing. Mr. Voigt, who is a gentleman in the prime of life, was born in Germany, and has been in Philadelphia about eight years. He is a practical and expert violin, guitar and general string instrument maker, of many years experience, and is a thorough master of his art, and shows testimonials of the highest character. He started in business for himself in 1882, on Fifth near Callowhill Street, moving to the present location four years since, and from the first he has been steadily winning his way to public favor and recognition enjoying a large city and out of town patronage. Mr. Voigt occupies commodious and neatly appointed quarters as store and shop, where he keeps on hand always a complete and very fine assortment of everything in the line indicated, while repairing in all its branches is attended to in the most prompt and excellent manner at moderate charges and careful attention given all transactions.

O. G. HEMPSTEAD & SON, Custom House Brokers and Forwarding Agents, No. 407 Library Street.—One of the most important factors in the commerce and trade of a great city is the custom house broker and forwarding agent, and the leaders in this line of enterprise in Philadelphia are Messrs. O. G. Hempstead & Son. The business was originally established in 1872, by Mr. O. G. Hempstead, and in 1876 the present firm was originated by the admission of Mr. W. O. Hempstead to partnership. They make a speciality of handling on commission through the custom house imports and exports on behalf of city and out-of-town firms, forward goods to their destination, takes out bills of lading, and handles merchandise of every description. Packages are received and expressed to all parts of the globe. The firm have correspondents stationed in all the cities along the Atlantic coast, as well as the following in foreign countries, viz: G. W. Wheatley & Co., No. 10 Queen Street, and No. 23 Regent Street, London; and No. 19 North John Street, Liverpool; J. P. Best & Co., Antwerp; Mitchell & Kimbel, Paris; H. Morisse, Havre; Joh. Heckeman, Bremen and Hamburg. A branch office is operated at No. 29 Exchange Place, New York; and the business is an active and important one, requiring the service of a corps of clerks and assistants. This firm are agents for the Hamburg-American Packet Steamship Company, receiving freight. The Messrs. Hempstead are natives of Philadelphia, of high standing in social and business life, and gentlemen of reliability and integrity, who exercise special care to please all their numerous patrons.

ILLMAN BROTHERS, Engravers and Printers, Nos. 605 & 607 Arch Street.—The oldest and largest house engaged in engraving for historical, landscape and portrait work in this city is that of Messrs. Illman Brothers. The members of this widely-known firm are Messrs. George, Edward, Henry and Charles T. Illman, all of whom have been in the firm since the inception of the business in 1859, except Charles T., who was admitted five years later. The premises occupied for the business comprise two floors, 40 by 100 feet each, and every modern facility is at hand for the production of work of a superior order. This firm are noted for the execution of the finest engravings for illustrated works and for fine art work of every description. They are prepared to execute all kinds of card and steel plate engraving, also designing of every description, guaranteeing the most artistic results in all cases, and giving prompt and careful attention to all orders and commissions. Estimates are cheerfully furnished and the business is conducted upon a basis of equity and fair dealing that commends the house unreservedly to the favor and confidence of the general public. Messrs. George and Henry Illman were born in England and came to this city in 1833, while the other brothers were born in New York. All stand deservedly high in social and business life, and have won success by honestly deserving it.

F. L. KIRKPATRICK, Dealer in Diamonds, Watches, Clocks and Jewelry, Etc., No. 107 South Eleventh Street.—One of the most experienced practical watch-makers and jewelers in the city is Mr. F. L. Kirkpatrick, whose establishment is eligibly located at No. 107 South Eleventh Street. This gentleman was for a considerable period in the service of Messrs. Bailey, Banks & Biddle, the leading jewelry firm in Pennsylvania, and for ten years had charge of the watch repairing department. In February, 1889, he started business on his own account at his present spacious store, which is 20x60 feet in dimensions. It is elegant and attractive in its fittings and arrangement, and is fully stocked with a valuable assortment of diamonds, rings, brooches, ear-rings, spectacles and eye-glasses, bracelets, silverware, gold and silver watches of the best American and European manufacture, clocks, and jewelry of every description. Mr. Kirkpatrick is the agent for the sale of Baume & Co's., superior Swiss watches, and he gives his personal attention to the repairing, adjusting and regulating of fine and complicated watches, clocks and music boxes. Particular care is also given to the repairing of jewelry, and special articles of jewelry are promptly made to order, complete satisfaction being assured in every instance. The history of this house is a pleasant proof that probity and energy are cardinal elements in success, and that honesty in representation is always the best policy.

HELPS & BIGELOW WIND MILL CO., No. 225 North Broad Street, J. E. Charles, Manager.—This company from the commencement of its business has acted upon the principle that whatever is worth doing at all is worth doing well. Its IXL wind mills and power wind engines are absolutely unrivalled for utility, reliability, efficiency, and general excellence by those of any other manufacturers in the United States or Europe, while the prices quoted for them are extremely moderate. The sale of these goods has steadily increased annually, until they are now used and highly appreciated throughout the states and territories of this country, and are likewise exported largely to Great Britain, Spain, Australia, and many other foreign countries. A full supply of the company's goods are kept continually on hand in its eastern branch, and entire satisfaction is guaranteed to patrons. Mr. J. E. Charles, the manager, was born in Michigan. He promptly fills orders and is highly regarded in business circles for his energy and integrity. The company's IXL wind mill is an untiring and valuable servant, certain to win the favor of all.

J. E. & A. L. PENNOCK, Builders, No. 305 Walnut Street.—Prominent among the representative and reliable firms extensively engaged in the building trade, is that of Messrs. J. E. & A. L. Pennock. The firm's planing mill, which is equipped with the latest improved machinery, tools and appliances, is situated at 1901 Wood street. Estimates for all kinds of wood work are cheerfully furnished, while contracts are entered into for the erection of buildings of every description. They employ often 200 carpenters, workmen, etc., and promptly and carefully fill all contracts, while the prices for all work are as low as those of any other first-class house in the trade. Messrs. J. E. & A. L. Pennock were born in Delaware Co., Pa., but were brought up and educated in Philadelphia. They are popular members of the Builders' Exchange, and are highly regarded in business circles for their skill, energy and integrity. Messrs. J. E. & A. L. Pennock are fully acquainted with the wants and growth of Philadelphia and its suburbs, and are thoroughly competent to carry to successful completion all work pertaining to their business.

COLUMBIAN IRON WORKS, Manufacturers of Plumbers' Castings, Nos. 129 and 141 North Seventh Street.—A representative and one of the most noted houses in Philadelphia, extensively engaged in the manufacture of plumbers' castings and supplies, is that of Messrs. John D. Johnson & Co., whose office and salesrooms are located at Nos. 139 and 141 North Seventh Street. This business was established twenty years ago by Mr. John D. Johnson, who conducted it till January 1st, 1889, when Mr. Benjamin Deacon became a partner. Both Messrs. Johnson and Deacon are thoroughly practical and expert mechanics, fully conversant with every detail of this useful and important industry and the requirements of the most critical patrons. They manufacture largely all kinds of plumbers' castings, wrought iron pipe and fittings for steam, gas and water, brass and iron valves and cocks, bath boilers, etc., while a speciality is made of plumbers' sanitary goods and tools. Estimates are promptly furnished for all descriptions of plumbers' goods, and all supplies emanating from this establishment are guaranteed both as to quality and superiority, while the prices quoted in all cases are extremely moderate.

H. A. WILLES, Hardware and Stoves, No. 727 Market Street.—In the hardware and stove trade of this city the establishment of Mr. H. A. Willes at No. 727 Market Street, occupies a leading position. The premises occupied consist of a building four stories high, with a frontage of twenty-five feet and a depth of one hundred feet, and this is admirably fitted up and provided with all conveniences and appliances for facilitating the transaction of business. The stock, which has been carefully and judiciously selected, is a large and miscellaneous one, and embraces builders' and mechanics' hardware of every description, cutlery of all kinds, carpenters' and mechanics' tools, stoves, ranges and furnaces, and a general line of house-furnishing goods. Mr. Willes makes a speciality of handling the celebrated Adams & Westlake oil, gasoline and gas stoves and monarch vapor stoves, which are here shown in great variety and offered at prices which secure quick sales for them. Mr. Willes is a native of Connecticut, and is personally very popular in the community.

JOHAN CURTIS, Regalia and Society Goods, No. 130 North Sixth Street, Odd Fellows' Hall.—This business was founded originally in 1845 by Messrs. Curtis and Norcross, and is one of the oldest establishments of its kind in this city. It was conducted by this firm until 1849 when Mr. Norcross retired, leaving the entire business in the hands of his former partner. At this time the house was located on the opposite side of the street, and Mr. Wm. Curtis carried on the business with uninterrupted success, and an annually increasing patronage until his untimely and lamented decease in 1859, when his widow assumed its management, and, by her excellent business tact and energy, kept it running with every element of success until 1879, when her nephew, the present proprietor and native of this ward, succeeded to the business, who, in his present quarters, has greatly increased his facilities, and is enjoying a very liberal and permanent trade, which extends throughout this state, Delaware, New Jersey and other portions of the Union. The premises occupied are of ample dimensions, compactly and handsomely fitted up, and supplied with every convenience and equipment for the manufacture and sale of the goods in which he deals. Here will be found at all times a full and complete assortment of all regalias, badges, emblems and other goods for the various prominent societies existing in this country. These goods are made to order when desired, and can at all times be relied upon as being thoroughly correct in symbols and emblems. Estimates for furnishing full lodges or organizations are freely given, contracts are entered into of any size and executed promptly in the most satisfactory manner at lowest prices. All orders by mail or wire receive prompt attention and are shipped without delay.

GEORGE W. WHITE, Engraver on Wood, No. 25 South Sixth Street.—A representative house in the business of engraving on wood is that of Mr. George W. White. For upwards of twenty-three years Mr. White has had a practical identification with this branch of the engraver's art, in which he is an acknowledged expert. In 1885 he started business on his own account at his present address, and his enterprise has been attended by marked success. The character of the work produced is all kinds of engraving on wood. Especial attention is given to the engraving of portraits, landscapes, machinery, tools, buildings, stoves, furniture, bill and letter heads, catalogue, book illustrations, labels, etc., and other descriptions of work, which are executed with precision and dispatch, at very reasonable prices, satisfaction being guaranteed in all cases. Mr. White has ever recognized that in his particular line of trade accuracy and promptitude are the essentials to success, and that he has succeeded is evidenced by the extensive patronage which flows in upon him from publishers, printers, merchants, etc., in all parts of the city and vicinity. He is assisted by skilled and expert artisans. He is personally possessed of rare genius in his line of business, and has achieved an enviable reputation for the artistic merits of all his work. He was born in Philadelphia, learned his trade in the old city, and is widely known in both mercantile and social circles.

ISAAC J. WILSON, Manufacturer of Improved Bake House Machinery, No 123 Claven Street.—In the invention and construction of special machinery, particular attention is directed to Mr. Isaac J. Wilson. The business conducted by him was founded as far back as 1851 by R. J. Hollingsworth, who continued it until 1885 when he was succeeded by Wilson & Lewis, who carried it on for a period of three years when it came under sole control of Mr. Wilson who has not only increased the facilities but has also very materially extended the trade. The premises, a two-story building 20x60 feet in dimensions, is well equipped with lathes and special machinery and a number of skilled artisans are kept constantly employed. The general business embraces the manufacture of improved bake house, candy and paper box machinery, including cutters for crackers and biscuits and cakes, and candy cutting machines, and paper corner cutters, and card curling machines, and also punches and dies of every description, and doing all kinds of machine work in general and making repairs and jobbing. The various machines and tools are of the very highest standard quality, as regards material and workmanship. This establishment is one of the oldest in this special line of manufacture and the only one in the state of Pennsylvania making a

special feature of bake house work. The business extends throughout the middle and southern states. Mr. Wilson is a thorough, practical man, and a native Philadelphian, and is young, energetic and enterprising. He is a member of the Order of Odd Fellows.

FRED P. KIRBY, Dog Fancier, No. 135 South Eighth Street.—It is said that the dog is man's best friend, and it is a well known fact, that most people are fond of the noble animal, and hence the breeding, raising and caring for them has become a business which each year is steadily growing and expanding. In this city among those conspicuous in the business we find Mr. Fred P. Kirby, who enjoys the reputation of being the best dog fancier in this section, or perhaps in the country. His experience raising high bred canines, has been a long valuable one in England, his native country, and in this city, and he is credited with having the largest and finest kennel of prize bred dogs in the United States. He is constantly importing from Europe, particularly England and Ireland valuable setters, pointers, hounds, terriers, etc., and also fancy and pet dogs, and has many beautiful, valuable animals for sale of all kinds, especially for hunting and gunning purposes, which are well broken, and thoroughly understand their business. Mr. Kirby's office and salesroom is at No. 135 South Eighth Street, where many high bred dogs of various kinds may be seen. The kennels in West Philadelphia are perfectly adapted for the breeding and caring of the animals, and are also open to those who desire to make a selection of a high bred game, fancy, or pet dog. Mr. Kirby always selects the best stock, and produces animals which are the wonder and pride of fanciers and all lovers of the intelligent, faithful, noble animal. Popular prices prevail, and those desiring further information will find it to their interest to open a correspondence with Mr. Kirby who is very polite, attentive and courteous, and will be found a pleasant gentleman to form business relations with.

D. A. REESE, Engraver of Jewelry, Silver Ware, Etc., and Manufacturer of Society Badges, No. 700 Arch Street.—One of the best known and most popular business men in the city is Mr. D. A. Reese, engraver of jewelry, silver ware, etc., and manufacturer of society badges, emblems, etc. Mr. Reese has achieved a wide celebrity for the artistic elegance of his workmanship. He first established himself in business in 1872 at No. 704 Arch Street, and recently removed into premises two doors away, where he has adequate accommodation, and the best of machinery, tools and other appliances for the successful prosecution of the business. A competent staff of skilled and experienced artisans are permanently employed, and every facility is possessed for the designing and manufacture of all kinds of society badges, and for the designing and engraving of monograms, medallions, jewelry, silverware, umbrellas, and metal goods of every description. The house has a fine, flourishing business connection all over the city and vicinity, and extending throughout the country, and this is yearly growing in volume and importance. Mr. Reese is an expert and facile originator of designs and possesses fine artistic ability, and those who place orders in his hands can rely upon their prompt, faithful and scientific execution.

HORACE N. KATES, Foreign Dry Goods, Silks and Woolens, No. 622 Chestnut Street.—In the various departments of commercial enterprises which are carried on in Philadelphia will be found Mr. Horace N. Kates. This gentleman is a Philadelphian by birth, and for over a quarter of a century has been a prominent and noted merchant in the dry goods trade. For fourteen years he was the proprietor of a general dry goods store, and subsequently he has been in the wholesale commission branch of the business. Mr. Kates is the selling agent here for several noted foreign manufacturers of velvets, silks, black cloth, woolen and dry goods of all kinds. He confines his operations solely to the handling of foreign made goods of superior quality, and being the direct representative here of the producers he is enabled not only to supply his patrons with the most reliable and best class of goods, but at prices which no other merchant can surpass. The sales are exclusively wholesale, and the trade of the house extends all over the country. Mr. Kates is recognized as one of the most energetic, and responsible men in the city.

THE PYLE-KNADLER BAKING CO., Sole Manufacturers of Patent, O. K. and Aerated Bread, Fine Cakes, Crackers and Biscuits, Nos. 8, 10, 12, 14, and 16 South Eighteenth Street.—

The business of this popular concern was originally founded in 1865 by Messrs. D. R. Fuller & Co., who were afterward succeeded by Messrs. Peckins & Palmer, and the latter, in turn, sold out to Mr. O. K. Read. On October 20, 1888, the present proprietors succeeded to the control, and have prosperously conducted the business under the name of The Pyle-Knadtler Baking Co. The first-named gentleman, Mr. John J. Pyle, was born in Chester County, this state, and for fully forty years was engaged in the baking trade in Westchester, giving up his business in that place when he came to this city. His partner, Mr. Geo. W. Knadtler, is a native of Philadelphia, and has had sound experience in business management. In addition to his bakery interest Mr. Pyle has a fine store at No. 1725 Chestnut Street, where he deals in foreign and domestic fruits. For their purposes the company occupy a two-story building, having the spacious dimensions of 100x100 feet, and it is fully equipped and furnished for the business. Some thirty expert hands are employed, and the firm carry on extensive operations as sole manufacturers of patent, O. K., and aerated bread, fine cakes, crackers, and biscuits, their bakery having a consuming capacity of 100 barrels of flour per day, and a productive capacity of 25,000 loaves of bread per day. The products are guaranteed absolutely free of chemicals or adulterations of any kind, and can be depended upon as strictly healthful and reliable. Both a wholesale and retail trade is supplied, and 13 delivery teams are constantly kept busy. Messrs. Pyle and Knadtler manifest a high degree of ability, enterprise and intelligence, which, combined with fair dealing, has gained for them an enviable reputation, and a large, extensive patronage.

JOHN A. JACKSON, Philadelphia Depot for Blair's Keystone Stationery, No. 113 North Fourth Street.—The immense business transacted by Mr. J. A. Jackson, the representative of Blair's Keystone Stationery, whose Philadelphia salesrooms are located at No. 113 North Fourth Street, has grown to its present magnificent proportions from small beginnings. Mr. J. C. Blair operates an extensive manufactory at Huntingdon, Pa., comprising a four-story brick structure, 40x150 feet in dimensions, and gives constant employment to a force of one hundred and fifty skilled hands. Mr. Blair devotes his energies and talent to the manufacture of all kinds of writing tablets, pads and a general line of office stationery, producing a character of work that for reliability, superior points of excellence, and special adaptability to current wants is not surpassed by that of any similar institution in the Union. Many valuable specialties are manufactured, which are indispensable to merchants and others doing a large business and which are fast coming into general use throughout the entire United States. The printing, binding, and ruling departments are under experienced supervision, and nothing but high class work is turned out. The spacious salesrooms in this city are stocked to repletion with a class of office stationery that has no equal in this market. The goods are all noted for peculiar and special merits, and commend their own utility and superiority to the confidence and patronage of an exacting and critical trade. Mr. Jackson offers inducements to the trade, as regards both excellence of goods and prices, which challenge comparison. Mr. Jackson is a native of Philadelphia, a resident of Palmyra, N. J., and classed among our enterprising, progressive and public spirited business men.

EDWARD T. MAGUIRE, Rectifier and Wholesale Dealer in Superior Old Monongahela, Rye, Bourbon and Wheat Whiskies, Brandies, Wines, Gins, Etc., Nos. 22 and 204 North Front Street.—An old established and responsible Philadelphia liquor house is that of Edward T. Maguire, rectifier and wholesale dealer in superior old Monogahela, rye, bourbon and wheat whiskies, brandies, wines, gins, etc., which for thirty odd years has maintained a prominent and honorable position in the trade. No inferior stock, whatever, is handled, and customers are assured of finding a first-class article and straightforward dealing at all times here, the special brand of the establishment, Maguire's "Silver Lake" whiskey being an article of exceptional excellence. This well and favorably known house was founded in 1851 by the

present proprietor and for the past twenty-five years has been conducted in the commodious quarters now occupied. The business premises occupy the whole of a five-story and basement building, 30x75 feet in dimensions, with well appointed office and salesroom, and an efficient force of help is employed, and the trade extends throughout the middle states. A heavy and excellent stock is always carried, including choice imported and domestic wines, brandies, gins, rums, cordials, bitters, case goods, and a general line of liquors; fine old Monogahela, rye, bourbon and wheat whiskies, being the leading specialties. Mr. Maguire has been in this city over thirty-four years, and is well known and esteemed both as a merchant and a citizen.

A. S. PRITCHARD, Penman, No. 36 South Seventh Street.—A leading exponent of artistic penmanship in this city is Mr. A. S. Pritchard. This gentleman was born in Philadelphia forty-two years ago, and for the past twenty-two years has been in business as a professor of artistic penmanship. He occupies a neatly appointed office on the second floor of the building, No. 36 South Seventh Street, where every description of pen work is tastefully and promptly executed. Special attention is given to the engraving of resolutions, the drawing up and elaboration of testimonials, and to all kinds of pen work requiring unusual skill and ornamentation. Mr. Pritchard has a most flattering patronage from the leading merchants of the city, and among the number Postmaster General John Wanamaker, and also from the numerous benevolent, friendly, military, social and other societies in the city and vicinity. While very reasonable in his charges, Mr. Pritchard insures to his patrons the fullest satisfaction in regard to all work executed by him. Mr. Pritchard has no superior as a finished and accomplished penman. He is a prominent, esteemed member of the Free and Accepted Masons the Independent Order of Odd Fellows, and the Improved Order of Red Men.

K. PANCOAST, Gents' and Boys' Fine Shoes, No. 41 North Ninth Street.—The trade in men's and boys' fine shoes is well represented by Mr. K. Pancoast, who is an experienced practical man well versed in all the details connected with it. He is a native of Gloucester County, N. J., and an old resident and business man of Philadelphia. He has been established in the boot and shoe trade for some time, and was formerly on North Second Street, removing to the very desirable store now occupied several months ago. The store, which is one of the finest on that thoroughfare, presents the very ample dimensions of 20x90 feet, and is perfect and complete in its arrangements and handsomely fitted up. The stock includes everything desirable, fashionable and reasonable in the best quality of goods in both fine and medium grades, and while the prices are reasonable, the fit, style and comfort and wearing qualities are always guaranteed. Mr. Pancoast can furnish the best \$3.00 shoe ever offered in this city, which are recommended and endorsed and warranted in every particular. A special feature is made of true custom work and also repairing.

J. FOWLER CARR & CO., Importers and Jobbers of Upholstery Goods, Curtain Materials and Railroad Supplies, Office No. 719 Sanson Street.—The leading representative house in this line and one that has developed a large business in this direction is that of Messrs. Carr & Co. During the past two years the firm has established a very superior business connection in this city and throughout Pennsylvania, New Jersey, Delaware and Maryland, and has become widely known as the leading importers, jobbers and manufacturers' agents of all kinds of upholstery goods, curtain materials and plushes, which are a specialty, and railroad supplies. The trade operations are with upholsterers, furniture and cabinet ware manufacturers and builders of railroad passenger and street cars. The business is constantly growing and expanding under the able management of Mr. Carr, the active member of the firm, who is an experienced practical man in the business and well known in the trade. He has been identified with it for a period of seventeen years and was for some time with the firm of D. & J. C. Norhutt. Having close connections with European and American manufacturers the firm are always in a position to offer the very best advantages to dealers and the trade.

STERLING WATCH COMPANY, Wholesale and Retail Dealers in Watches, Chains, Locketts, Etc., No. 18 South Broad Street.—The city of Philadelphia is one of the largest manufacturing centres in the world, and her advantageous geographical location gives her a fine field for disposing of all her surplus products. In the watch and jewelry trade this city has always held the highest rank among the American cities, and millions of capital are invested, and thousands of men employed in this thriving and profitable industry. A pushing, vigorous and successful concern in this line is that of the Sterling Watch Company, wholesale and retail dealers in watches, chains, locketts, musical boxes, etc. This firm has a handsomely furnished salesroom and carry an extensive and well assorted stock of chains, locketts and other jewelry, and one of the finest and most complete selections to be found in the country of solid gold, gold filled, silver and nickel watch cases of the best makers, and all makes of movements. Special attention is given to the repairing of watches and jewelry. The firm also handle a full line of superior Swiss music boxes, and make a specialty of supplying co-operative watch and music box clubs, and all goods delivered to these clubs are guaranteed to be perfect in every particular. The house has agencies established throughout the United States, and as the firm pay spot cash for everything, they sell all their goods at the lowest wholesale price. Agents wanted everywhere. As to their stability and integrity references are permitted to the Market Street National Bank, Safford's mercantile agency, Bradstreet's mercantile agency and Dunn's mercantile agency.

CUMMINGS & MYERS, Bath Boiler Manufacturers, No. 617 Cherry Street.—In very few departments of mechanical arrangements has more progress and improvement been made within recent years than in the construction of bath boilers and all kinds of tanks. Among the most popular and successful exponents of this useful and interesting art in the city can be named the enterprising and well known firm of Messrs. Cummings & Myers, manufacturers of all kinds of boilers for supplying hot water either through water back from range, stove etc., or through copper coil from main boiler, whose ably managed establishment is located at No. 618 Cherry Street. The business of this concern was started by Messrs. William Cummings and Jacob Myers at No. 607 Cherry street, forty years ago, and in 1856 was removed to No. 617 on that thoroughfare. In 1856 Mr. Myers retired from the business and his interest in it was purchased by John and William Cummings, so that the proprietors now are Messrs. John and William Cummings, who continue the business under the old and widely known firm name of Cummings & Myers. The workshop is provided with the best and most efficient mechanical appliances known to the trade. The Messrs. Cummings, who are experienced as well as skillful workmen themselves, employ a large force of strictly first-class mechanics, and turn out nothing but the most excellent work, and are not surpassed in their line of trade by any other concern in Philadelphia. They keep on hand a large stock and besides the brisk trade done in the city and vicinity, the firm ship bath boilers to order all over the country. The house ranks A1 in mercantile circles and is doing a first-class trade, which is constantly increasing.

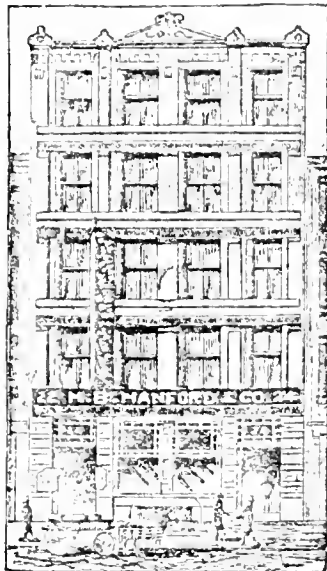
A. H. SICKLER & CO., Printers and Manufacturers of Printed Wrapping Papers, Millinery Bags, Glove Envelopes and Cash Books, No. 516 Minor Street.—One of the most progressive and successful business concerns in the city is that of Messrs. A. H. Sickler & Co., at No. 516 Minor Street. This house was established about fourteen years ago, has largely developed, and is now operating a business of considerable importance. For thirteen years the firm confined their attention to the manufacture of and to dealing in printed wrapping papers, millinery bags, glove envelopes and cash books, and a year ago they extended their operations by equipping a first-class book and job printing office, which they placed under the management of Mr. Charles Paulus, an expert printer of extended experience. The premises occupied for the business comprise one of 6,000 square feet in dimensions, and admirably arranged and provided with all necessary conveniences for the successful prosecution of the enterprise. In the department devoted to the trade in wrapping papers, etc., the stock carried is a very heavy and complete one, and embraces

wrapping papers in all sizes and weights and quality, millinery bags of every description, glove envelopes and cash books in great variety, etc. In this line the firm control a vast and growing trade, and owing to their favorable relations with manufacturers, from whom they secure their supplies direct, they are in a position to offer to their customers such advantageous terms that no other house in the trade can excel. In the printing department six cylinder and four small presses are operated by steam power, and there is a variety and quantity of types of the newest styles, as well as a sufficiency of all necessary paraphernalia, for turning out any printing work ranging from a small card to a large newspaper at short notice, and in the most artistic manner. Forty hands are in service, and liberality, promptitude and integrity form the business policy of the firm, whose trade extends throughout the middle states and the south, as far as Virginia. Mr. A. H. Sickler is a native of Philadelphia, and as a merchant has an unsullied record.

MYERS & TAYLOR, Manufacturers of Ladies' Fine Felt Hats and Bleachers and Renovators of Hats and Bonnets, No. 115 North Sixth Street.—The manufacture of ladies' hats as also hat and bonnet bleaching forms an important feature in Philadelphia's industries, and the trade is in the hands of those of experienced management and skill. Ranking among the most noted of those in the trade are Messrs. Harry Myers and George Taylor, who are doing business at No. 115 North Sixth Street. The business of this firm was organized in 1857, and from the beginning it has been attended by the most marked and encouraging success. The factory and bleachery comprises three floors, each of which has a capacity of 25x60 feet. It is completely equipped with all modern improvements and appliances, and from twenty-five to thirty hands are employed. The members of the firm have had long experience in the trade, are thoroughly practical, and by giving close attention to every detail of their business, are enabled to guarantee satisfaction to the trade and public. They are at all times prepared to bleach and finish over ladies' and gentlemen's hats, and ladies' bonnets of every description in a superior manner and at short notice. They have lately added to their bleaching business the manufacture of ladies' felt hats, of which they produce a superior article in all the fashionable colors and shapes and of the best quality, and renovate the same in the best and most satisfactory manner. Milliners and hatters will find Messrs. Myers & Taylor's establishment a very desirable one with which to place orders, and, as regards prices, they offer especially advantageous inducements to customers. The firm have a fine, rapidly growing trade throughout Pennsylvania, Delaware, New Jersey and Maryland. Mr. Myers is a native of this city, and Mr. Taylor, who hails from Canada, has resided in Philadelphia for the past twenty-five years.

M. N. ETTINGER, Picture Frames, Albums, Fine Arts, Jewelry, Toilet Cases, Leather Goods, Fans, Clocks, Mirrors, Stationery, Odd and Useful Novelties, Etc., Etc. Nos. 215 North Ninth Street and 125 North Eighth Street.—The manufacture of picture frames is an important business and is carried on quite extensively by M. N. Ettinger, who owns and controls two large stores, one at No. 215 North Ninth Street and the other at No. 125 North Eighth Street. The business was originally established in 1875 by Mr. J. C. Bremner at No. 215 North Ninth Street, who was succeeded by the present management in 1887. Both stores are very liquid and attractive and contain a general variety of all kinds of picture and mirror frames, and fine art goods, and toilet cases, stationery, albums, fans, and leather goods in great variety, also clocks in plain and ornamental cases and marros and jewelry, fancy and odd and useful articles of every description. The workshop is admirably equipped for facilitating the manufacture of frames of all kinds and a number of workmen are kept constantly employed. Square and oval frames in gilt, bronze, oak, silver, walnut, etc., and other fancy woods, are produced, also gilt, laquered, embossed, etc., and easels, brackets and other decorative articles are designed and manufactured. The business operations are extensive and widespread and continually growing and expanding. Mr. J. C. Bremner who was long identified with the house is manager of this establishment, and his numerous friends and patrons accord to him an A1 position in the business.

H. B. HANFORD & CO., Agents for Boot and Shoe Manufacturers, Nos. 22 and 24 North Fifth Street.—One of the most prominent and popular wholesale boot and shoe houses in Philadelphia is that of Messrs. H. B. Hanford & Co., located at Nos. 22 and 24 North Fifth Street. This firm is widely known as agents for boot and shoe manufacturers, and has been established in the business here since 1877. The premises occupied for the business are spacious in size, and unsurpassed facilities are possessed for conducting the business under the most favorable auspices and upon the largest scale. The firm carries an



immense stock of boots, shoes and slippers, of all grades and in all the prevailing styles, which are received direct from the most noted manufacturers in the country and recommend their own superior qualities to the confidence and patronage of the most critical and discriminating of buyers. The trade transactions of the house are of large volume, extending throughout the states of Pennsylvania, New York, New Jersey, Delaware, Ohio and the south, and annually increasing in magnitude and importance under enterprising and reliable management. A corps of eight salesmen represent the house upon the road, and among the trade all orders of whatever magnitude are guaranteed prompt and perfect fulfillment. The extent of the operations of the firm enable it to contract with manufacturers on the most favorable terms, and thus to accord benefits to the trade in goods and prices that are not to be duplicated elsewhere. Mr. Hanford, the active member of the firm, is a native of Connecticut, a resident of this city for the past twenty-five years, and known and honored in commercial and trade circles as a sound, substantial and reliable business man.

A. PARDEE & CO., Miners and Shippers of Lehigh Coals, No. 237 South Third Street.—This vast industry was founded in 1843, by Messrs. Arlo Pardee and J. G. Fell, under the name and style which has ever since permanently existed. With sound judgment and marked enterprise, they early bought a large area of rich anthracite coal lands in Luzerne County, and proceeded to develop same in the most approved and systematic manner. Their collieries and lands are largely centered at Hazleton and in the vicinity. The interests are of enormous magnitude, the separate mines including eight collieries at Hazleton, one at Cranberry, three at Lattimer, and one each at Hollywood and Mount Pleasant. Those names are familiar all over the country, by reason of the excellence of the coal mined. The mines have every modern improvement, large breakers, etc., and are developed upon the most approved system. Thousands of hands find steady employment, and the combined capacity of the mines is twenty-five thousand tons per week. Mr. Pardee is a native of Connecticut, and resides at Hazleton, there personally

guiding the vast mining operations of the firm. He is the largest individual coal operator in this state, and as a capitalist is largely interested in other industrial enterprises, while he is a director of the Lehigh Valley Railroad Company. Mr. Pardee is a public-spirited citizen, respected of all men, an able and energetic representative of Pennsylvania colliery interests. Mr. John K. Fell is a resident and native of this city, who is experienced in the wholesale coal trade, and faithfully discharges the onerous duties devolving upon him. He is the president of the Allentown Rolling Mills, and in other ways has been and is actively identified with the industrial progress of the state. The firm of A. Pardee & Co. has ever pursued an undeviating policy of equity and honor, both to its employees and the public, and it has ever maintained the most enviable of reputations as the leading representative in its line in America.

NATIONAL ELECTRIC SERVICE COMPANY, No. 18 South Broad Street, F. M. Binley, & Co., Agents.—Those who have examined the new invention for regulating the temperature of heated atmosphere, have learned with interest that The National Electric Service Company now controls all the patents of any value which automatically regulate to any desired degree the temperature of residences, offices, schools, churches, theatres, factories, and refrigerator rooms, in winter and in summer, whether warmed by hot air, hot water or steam in winter, or by the excessive heat of summer. By the use of these new inventions the heating of buildings to an exact and uniform temperature is managed successfully. The benefits accruing are the saving of fuel, discomfort, ill health, the cracking of wood work, and the destruction of pictures and furniture. Perhaps the value of the invention may be measured best from the following endorsees, who have had the apparatus in constant use in their homes for from one to three years, during which time it has given entire satisfaction: The Borie residence, Spruce and Eleventh Streets; Chas. H. Jarvis, Esq., 3738 Locust Street; Mahlon Bolton, 1523 North Tenth Street; Mrs. M. H. Baird, Merion Station; Sam'l F. Houston, Esq., Chestnut Hill; M. Carry Lea, Esq., Chestnut Hill; Justice C. Strawbridge, Germantown; James P. Rhodes, Esq., Ardmore; Pennsylvania Railroad Offices, Fourth Street; Manufacturer's Club House, Walnut above Broad Street; L. H. Taylor & Co., bankers, Third and Chestnut Streets; Friends' Meeting House, Seventh Street, near Walnut; Westtown Boarding School; Bell Telephone Company's Building, Market above Fourth Street; Girard Life and Trust Company's Building. A number of private houses are being fitted up with the apparatus now, and will be ready by the time cold weather sets in. This apparatus is being adopted very generally in New York and Boston. All new buildings in the western cities have a complete installation. Messrs. F. M. Binley & Co., of No. 18 South Broad Street, control the rights for installation of this system for Philadelphia and the surrounding territory. Catalogues sent upon application.

R. J. ALLEN, SON & CO., Importers of Earthenware, China, Glassware, Lamps, Etc., Nos. 1124 and 1126 Market Street.—The largest and undoubtedly the finest establishment in Philadelphia engaged in this trade, is that of Messrs. R. J. Allen, Son & Co. This business was established in 1865, by Messrs. R. J. and R. D. Allen, both of whom are thoroughly expert and enterprising importers of art goods, and are fully conversant with every detail of this industry and the requirements of jobbers, retailers and a critical public. The premises occupied are very spacious and commodious, and consist of a mammoth seven story building, 35x200 feet in dimensions, admirably equipped with all the modern improvements, including elevator, etc. Messrs. R. J. Allen, Son & Co. have their sources of supply in Vienna, Paris, Limoges, Worcester, Dresden, Leeds and Rudolstadt. Their plaques, vases, and objects d'art have been painted by some of the most famous foreign artists. The table wares consist of superior goods of Monton, Copland, Worcester, Haviland and various other noted manufacturers. All orders are promptly and carefully filled at exceedingly low prices, and the firm fully warrant all goods to be exactly as represented. They employ in their warehouse a large number of polite and attentive clerks, assistants, travelling salesmen on the road, etc. The firm have likewise houses in New York, and in Baltimore.

LIPPINCOTT, JOHNSON & CO., Woollens, No. 629 Market Street.—The oldest established and leading house engaged in the wholesale trade in fine woollens in Philadelphia, is that of Messrs. Lippincott, Johnson & Co. The business was established in 1828 by the firm of Lippincott & Perry, who early became justly celebrated for their stock of imported and domestic woollens. The present co-partnership succeeded the original firm in 1855, and it is a fact worthy of comment, that there has been but this one change in the personal of this honored old house during its lengthy career of sixty years' duration. The co-partners, Mr. Joshua W. Lippincott, Mr. Ellwood Johnson and Mr. David T. Burr, are possessed of every possible qualification, and bring to bear the widest range of practical experience. The house has established relations of half a century in duration with the most famous European mills, and are the direct importers of the finest array of fabrics known to the fine merchant tailoring trade of America. In addition is their splendid and comprehensive assortment of the best products of American looms, while nowhere can the trade secure at such an early date each season, the choicest novelties in patterns, shades and textures as here. The premises occupied comprise the entire four-story and basement building, No. 629 Market Street, 22x130 feet in dimensions, every foot of the vast area being necessary for the accommodation of this immense stock of fine woollens. The firm's commercial relations extend throughout every section of the Union, and a staff of from twenty to thirty employees and traveling salesmen are constantly on the road. Such a house is of recognized value and importance to Philadelphia's trade supremacy, and the co-partners manifest marked executive and business ability. Mr. Lippincott, who was born in Riverton, N. J., is a son of the founder of the house, and for thirty years past has been active in Philadelphia's mercantile circles. He is a director of the National State Bank of Camden, and has very faithfully discharged the onerous duties devolving upon him. Mr. Johnson was born in Germantown and has long been prominent in her mercantile circles. For the past forty-nine years he has been a trustee of the Penn Mutual Life Insurance Company. Mr. Burr is a native of Burlington, N. J., and an old and respected merchant of Philadelphia with whose activities he has been identified for fully fifty years past.

KEYSTONE LEAD WORKS, Manufacturers of Lead Pipe, Sheet Lead, Bar Lead, Block Tin Pipe, Etc., Pig Lead, Pig and Bar Tin and Solder, No. 603 Sansom Street.—The business of this concern was originally established in 1862, by Mr. Chas. McCullough, who was succeeded in 1877 by Mr. P. C. De Sauque, and in 1887 the Keystone Lead Works were incorporated under the laws of the state of Pennsylvania, with a capital of \$25,000, and with Mr. P. C. De Sauque, president; Mr. Christian Klein, treasurer. These works have attained a widespread reputation for excellence of product and perfect adaptability to the purposes for which they are intended, as will be readily inferred from a brief resumé of the history of its resources, facilities and specialties. The works cover two and one-half floors, measuring 50x100 feet each, and are fully equipped with the latest improved machinery and appliances, ample steam power and every modern facility for insuring rapid and perfect production. The range of manufacture embraces lead pipe, sheet lead, bar lead, block tin pipe, pig lead, pig and bar tin, solder, etc., and the assortments of these goods in this line is a very extensive one, of the best quality, and held at extremely moderate prices. The splendid facilities here possessed for the prompt and perfect fulfillment of all orders have met with appreciative acknowledgment from the trade, resulting in an annually increasing business throughout the states of Pennsylvania, Delaware, New Jersey and Maryland. The products of these works have no successful rivals in the market. The president, Mr. De Sauque, is a native of this state and has had a practical experience of thirty years in the business. He is still in the prime of life, and honored and respected in both commercial, financial and social circles. Mr. Klein, the treasurer, is a native Philadelphian, connected with this house since its inception in 1862.

THEODORE RUE, Proprietor Quaker City Stencil Works, No. 234 Arch Street.—An old established and reliable concern in Philadelphia, actively engaged in plain and fancy stenciling, etc., is that of Mr. Theodore Rue. This business was estab-

lished twenty years ago by Mr. Rue, who has since secured a liberal and permanent patronage in all sections of the United States. The premises occupied comprise three spacious floors 25x80 feet in dimensions. The manufacturing departments are fully supplied with special machinery, dies and appliances, necessary for the successful prosecution of this growing and useful industry. Mr. Rue attends carefully to plain and fancy stenciling, and manufactures to order or otherwise seal presses, ribbon and rubber stamps, steel stamps, burning brands, all colors of superior stencil inks, stencil brushes, baggage and hotel key checks, badges and all stencil materials. He is also patentee and manufacturer of pew plates and numbers, and number plates for hotel and residence doors, public halls, state rooms, lodge chairs, school benches and desks, theatre seats, post office boxes, iron safes, railroad cars, etc., and for various other purposes for which numbers are required. These plates are less than one-fourth the cost of engraving, are as cheap as common porcelain or painted tins, while at the same time they are rich in appearance, uniformity and perfection of figures, and are really superior to engraved plates. Mr. Rue has made all the badges used by the employees of the Pennsylvania and other principal railroads, and has likewise supplied vast quantities of number plates for churches in all sections of the United States. The business is both wholesale and retail. Mr. Rue is a native of New Jersey, but has resided in Philadelphia for the last twenty-two years.

J. D. TWADDELL, Fine Shoes, Nos. 1210 and 1212 Market Street.—In considering the relative value of commercial interests, those which contribute most largely to the supply of the actual necessities of mankind are entitled to be regarded as the most important, and we know of no branch or department of greater value than that of the retail trade in boots and shoes. An establishment which has been engaged in this line for more than half a century, and which is the largest to be found on this busy thoroughfare, is that of Mr. J. D. Twaddell, located at Nos. 1210 and 1212 Market Street. This splendid house was originally founded in 1832 by Mr. Edward Twaddell, and the business site was at the junction of Eighteenth and Market Streets. The enterprise was carried on by this gentleman until 1865, when his son, the present proprietor, succeeded to the control, and removed to the quarters now occupied. The store is one of the finest and most spacious to be found in the city, the dimensions being 400 square feet. The place is divided into two departments, one for ladies, one for gentlemen, and both are appointed in the most tasteful and attractive style, while every convenience has been provided for the display of goods and the accommodation of customers. The immense stock carried embraces a comprehensive assortment of the finest boots, shoes and slippers, from the leading manufacturers of the United States, and they are guaranteed to be the best obtainable in the market. A staff of experienced, courteous clerks are employed, and all patrons are attended to promptly and politely. Mr. Twaddell is a native of this city, is well known to his fellow citizens for his enterprise, sterling integrity, and honorable methods, and he enjoys the respect and esteem of the entire community.

W. S. AUCHINCLOSS, Sole Agent in Philadelphia for J. & P. Coats of Paisley, Scotland, Spool Cotton, No. 209 Church Street.—Special reference is made in this commercial review of Philadelphia to Mr. W. S. Auchincloss, sole agent in this city for the famous firm of Messrs. J. & P. Coats of Paisley, Scotland, manufacturers of spool cotton for manufacturing and domestic purposes. Mr. Auchincloss occupies the building, No. 209 Church Street, which is fully stocked with Messrs. J. & P. Coats' celebrated spool cotton. He has likewise a branch establishment in Baltimore at No. 16 Hanover Street, and his trade extends throughout all sections of Pennsylvania, Delaware, Maryland, Virginia, West Virginia, North and South Carolina. Other agents control the trade of Messrs. J. & P. Coats for the rest of the United States. The spool cotton manufactured by Messrs. J. & P. Coats is the best manufactured, and is a general favorite with the trade and public wherever introduced, owing to its smoothness, strength, finish, elasticity and uniform quality. This business was established by Bates & Coats, they succeeded by Bates & Auchincloss in 1879 and by W. S. Auchincloss in 1887.

J. H. RICHELDERFER'S BAZAAR, No. 1032 Chestnut Street, Southeast Corner of Eleventh Street.—One of the most popular and best patronized mercantile establishments in Philadelphia is Mr. J. H. Richelderfer's bazaar, located at No. 1032 Chestnut, corner of Eleventh Street. This gentleman has been established in business in this city for a period of forty years, twenty years on the site where the city post office now stands, and over sixteen years at the present location. He is an extensive dealer in gent's furnishing goods of every description, and makes a leading specialty of the manufacture of shirts to order, and of gent's patent spring and buttoned over gaiters, in silk or cloth. He also manufactures riding and hunting leggings, ladies' over-gaiters, and children's cloth and velvet leggings. These goods are sold at wholesale and retail, and are made to order at short notice. His shirts are made of the best linen, muslins and materials in the market; the highest prices are paid to seamstresses and every shirt is reinforced, double-stitched throughout and laundried in the best possible manner. His over-gaiters are in demand by the trade all over the United States, as the perfection of style, fit and artistic, reliable workmanship. His products in this line surpass any like house in the state, as regards both extent and quality. His stock of furnishing goods includes the finest dress shirts, collars, gloves, hosiery and underwear; also, gent's best kid gloves; celluloid water-proof linen collars, cuffs and bosoms, and a large assortment of novelties in neckwear, etc. Thirty skilled assistants contribute to the satisfactory operations of the house, and the trade is brisk and lively at all seasons. Mr. Richelderfer is also sole proprietor and manufacturer of Prussian salve, for corns, bunions, sprains, in-grown nails, warts, frosted feet, cancers and sores, a certain cure. This salve was patented Sept. 22, 1874, and has a wide sale everywhere. Mr. Richelderfer is a native of Berks County, Pa., a resident of this city for fifty years, and one of its most useful citizens and popular business men.

DE MORAT, Photographic Studio, No. 914 Chestnut Street.—The popular and well known De Morat Studio, has for an odd quarter of a century maintained an A 1 reputation for fine work in this line,—none better in Philadelphia,—the pictures made here being of exceptional excellence in every respect, alike as to beauty of designs, fidelity to original or copy, execution and finish. This noteworthy studio was established some twenty-five years ago by O. B. De Morat, the well known artist, at corner of Eighth and Market Streets, who moved to the present location about two years since. February 1st, 1889, the business was transferred to H. B. Hansbury, who has been connected with and has been practical manager for the past ten years and under whose able control it has since been conducted. The premises occupied, which include an elegantly appointed reception parlor, ladies' dressing rooms, gallery operating rooms, etc., are spacious, handsome and completely equipped with all the latest improved photo apparatus, appliances and general appointments, while ten or more competent assistants are in attendance. Photography in all its branches is executed in the highest style of the art, at popular prices, fine portraits and life size pictures being a leading specialty, while crayon, pastel, india ink and kindred artistic work is done also in the most expeditious and excellent manner, and satisfaction guaranteed in every instance. Mr. Hansbury, though a comparatively young man, has had twenty years' experience, is a Philadelphian by birth, a practical and expert photo artist, of ample experience in his profession, as well as a gentleman of energy and business ability, and is a thorough master of the art in its every feature.

JOSEPH W. SOISTMANN, Manufacturer of Drums, Banjos, Etc., No. 323 North Second Street.—Mr. Soistmann is the esteemed proprietor of a branch of the industrial interests of the city of Philadelphia, in which he has made a prominent position for himself, and turned out a class of work in his line which will bear favorable comparison with that of any house in the country similarly engaged. He manufactures all descriptions of drums, banjos and tambourines of the finest material and improved construction, and commands a large and lucrative trade connection through the states of Pennsylvania, Delaware, New Jersey, Maryland, the west and the south. Mr. Soistmann is a practical expert in the manufacture of these goods, and prior to embarking

on his own account, was connected with Mr. Louis Soistmann for a number of years, under whose tuition he became conversant with every detail of the trade, and to-day personally supervises the construction of every instrument that leaves his premises, thus guaranteeing to his customers accuracy of tone, durability, harmony and finish in every contract he may execute to their order. Mr. Soistmann's factory is eligibly located, and consists of a spacious third floor 25x100 feet in dimensions, replete with every modern convenience and appliance, constant employment being afforded a force of from six to twelve skilled workmen. Mr. Soistmann is of Prussian nationality, now a resident of Philadelphia for the past twenty-three years, where he is highly respected for his skill as a manufacturer, and his integrity as a man of business.

JOHN C. F. TRACHSEL, Practical Steam and Gas Fitter, No. 246 Arch Street.—Among the most prominent and skilled plumbers and steam and gas fitters in the city Mr. John C. F. Trachsel ranks A 1. In all these departments Mr. Trachsel is an admitted expert, and his ability is backed by a long range of practical experience. In 1854 he started business at his present location as a member of the firm of Trachsel & Lippincott. In 1888 this firm was dissolved and Mr. Trachsel has since had entire management of the business, which has been developed to large proportions. The premises occupied are very commodious and well fitted up with every appliance and facility for the prosecution of the business, employment being given to a large force of skilled and experienced workmen. A complete stock of plumbers', gas fitters' and steam supplies is carried, while everything in the way of plumbing, ventilating, gas, water and steam fitting is executed. Contracts of all kinds are entered into, and the complete fitting up of buildings is satisfactorily performed. In sanitary engineering, the specialty of this house, an active experience of a quarter of a century, like that of the proprietor's, is certainly an element to command confidence. Mr. Trachsel was born in England and has resided in Philadelphia since 1865.

BOWER BROS., O. K. HALL, Nos. 1238 and 1240 Market Street.—The representative clothing house, popularly known as Bower Brothers' O. K. Hall, was established away back in the year 1849, by Mr. M. Brown, and his successor was Mr. L. Goldsmith, who conducted the enterprise with marked success until 1877, when his interests in the business were purchased by Messrs. Leopold and Benjamin Bower, the present proprietors. These gentlemen are natives of Germany, and their residence in Philadelphia covers a period of a quarter of a century. Both members of the firm bring a wide range of practical experience to bear on their business and are authorities in the ready-made clothing trade. They select their goods with care and discrimination, introducing all the latest novelties and styles in dress, and show a determination not to be excelled by any rival house in the quality of goods or the lowness of prices, small profits and quick sales being the motto of the firm. Their spacious three-story building, is at all times filled to its utmost capacity with the choicest of ready-made clothing in the city, and the house is in all respects a very desirable one with which to form business relations.

JOSEPH L. VAIL, Carpenter and Builder, No. 143 Bread Street.—The business of Mr. Joseph L. Vail, the well known carpenter and builder of No. 143 Bread Street, was established by its present proprietor nine years ago, and was from the outset very successful. This is due to the fact that Mr. Vail is a practical man in the best sense of the term, and that he gives his careful personal attention to his business. A specialty is made by the establishment of office and store fitting-up, and in this line Mr. Vail can show some very handsome work. Throughout its existence the business has been located at the store at present occupied, which is on the third floor of the building, and is 20x30 feet in dimensions. An extensive stock is at all times carried. Mr. Vail is a native of New Jersey and has been a carpenter by trade since 1848. He became a resident of Philadelphia in 1862, and has since then been closely identified with the business interests of the city. He was for thirteen years keeper of a large general store. Five skilled workmen are employed in his present establishment, and customers can rely upon it that all orders will be filled and at prices as low as are consistent with superior work.

DAVID SCATTERGOOD, Designer and Engraver on Wood, Northeast Corner Sixth and Chestnut Streets.—Of the few expert commercial designers and engravers on wood doing business in Philadelphia, none are entitled to more honorable mention and praise than Mr. David Scattergood, who is the oldest engraver in the city. He is a Philadelphian by birth, and learned his trade here. He began business on his own account in 1849, and during the whole of the forty years which have elapsed his engraving rooms have been located on Chestnut Street. He has occupied his present quarters on the northeast corner of Chestnut and Sixth Streets (diagonally opposite the Ledger Building) since 1885, and these possess every convenience for the successful prosecution of the business, while they are equipped with all necessary mechanical appliances and tools. Mr. Scattergood was the first man in the world to introduce into the engraver's art photographing on the block. This was in 1853, and since then the practice has come into general use. Mr. Scattergood early appreciated the fact that promptness in a business of his kind was of the utmost importance, which characteristic, together with energy and first-class work, soon gave him a large business, and the confidence and respect of all those with whom he was brought in contact. This patronage and confidence he has maintained in marked degree, and he numbers among his patrons the leading publishers and merchants in the city. Portraits, buildings, store fronts, machines, labels, cards, advertising designs, manufacturers' illustrated catalogues, etc., are engraved at brief notice, and accuracy and satisfaction are guaranteed. Mr. Scattergood is ably assisted by experienced and expert employes, and the work turned out reflects the highest credit upon the establishment.

J. O. BENTLEY, Artistic Designing and Stamping Engraving, Manufacturer of Decorative Art Needle-work, No. 812 Arch Street.—An establishment that by all means is the leading one of the kind in this city, is that of Mr. J. O. Bentley, whose artistic designing and stamping engraving, is very pleasantly located at No. 812 Arch Street, this city. The headquarters of this firm are located at No. 12 West 14th Street, New York, with branches at 456 Fulton Street, Brooklyn, and 127 Lexington Street, Baltimore. This concern has a widespread reputation, and a first-class trade, both wholesale and retail, extending to all sections of the country, from the Atlantic to Pacific. Mr. Bentley founded his enterprise in 1864, and since that date has been uninterruptedly successful, the establishment growing in public favor with each succeeding year. The spacious and commodious premises occupied consist of a store having a frontage of 22 feet, and a depth of 200 feet. This fine sales-room is handsomely appointed throughout, being provided with tasteful fixtures and furnishings, and all conveniences which aid in the satisfactory prosecution of an active trade, employing a staff of twenty experienced assistants. Mr. Bentley carries on an extensive trade as a manufacturer of decorative art needle-work, in chenille, Hamburg wool, crewel, silk, and Arrasene, with work commenced and materials to finish. A heavy stock is carried, and it embraces a full and very elegant line of goods both foreign and domestic production in fancy needle, work of every description. Stamping of all kinds is done while customers wait, and at reasonable prices. All patrons have their orders filled promptly and courteously.

KUNKEL & GRIFFITHS, Makers of Shoes as Suggested by Professor Meyer, Nos. 11 and 13 North Ninth Street.—An establishment that has become widely known for the superior excellence of its products is that of Messrs. Kunkel & Griffiths, of this city. The firm founded their enterprise in 1877, and have since been doing a large, first class trade as makers of shoes as suggested by Professor Meyer. The shoe of which they make a speciality was suggested by Professor Meyer of England, and it was recommended and adopted for use by soldiers in the British army. This shoe is the most perfect thing in the way of footwear ever made, being at once comfortable, healthful, handsome and durable. In its construction the formation of the foot and the whole mechanism of the art of walking are taken into account, and the shoes are made to accommodate and not obstruct the natural motions of the body. The whole nervous system is often deranged by wearing ill fitting shoes. With properly made boots

and shoes, an erect and graceful gait and carriage is secured far more effectually than by any rules of deportment. The shoes made by Messrs. Kunkel and Griffiths fulfill all these requirements in the most satisfactory manner. The firm employ only the most skilled workmen. The co-partners, Messrs. M. P. Kunkel and S. Griffiths, are both natives of Pennsylvania, the former having been born in the northern part of the state, the latter in this city.

THOMAS WYSHAM, Printing, No. 41 North Fourth Street.—Mr. Thomas Wysham, printer, has acquired a marked reputation for excellent work and honorable business methods. He is a native of Baltimore, Maryland, where he learned his trade and came to this city in 1834. Desirous of embarking in business on his own account and having a thorough and practical knowledge of all branches of the art, he founded this establishment originally in 1835, which at once met with popular favor, and soon built up a large and influential patronage. The premises occupied are of ample dimensions, compactly and suitably arranged and fully equipped with power presses, cutting machines, also full fonts of all the standard types to which are being added all the latest and most approved ornate varieties as soon as placed upon the market, and a sufficient force of experienced printers to meet all requirements of his trade are given employment. The range of productions is quite extensive and includes book and pamphlet work, lawyers' briefs, catalogues, price lists, letter, note, bill and statement headings, hotel printing, envelopes and postal card work, announcement posters, placards, hand-bills, dodgers, programmes and notices, business and visiting cards, ball programmes, festival, picnic and other invitations, society work of all kinds, calendars, in fact everything in the line of commercial job printing in black or colored work. Estimates are furnished freely, contracts of any magnitude are entered into and executed promptly at the time specified, in the highest style known to the art, and at the very lowest prices.

SAMUEL CROWTHER, Plumber and Gas Fitter, No. 1608-10 Sansom Street.—A well known representative of this business possessing all the requirements for its successful prosecution is undoubtedly Mr. Samuel Crowther, who has conducted it satisfactorily upwards of twenty years and is familiar with all the details connected with it in every branch. For a period of thirteen years he was located at the corner of Thirteenth and Filbert Streets, but during the past year has occupied the very desirable premises Nos. 1608-10 Sansom Street, which consists of two floors, each 20x40 feet in dimensions, furnished with a complete outfit of tools and appliances essential to the fitting up of residences and buildings and executing sanitary plumbing and arranging drainage and ventilation and introducing water and gas. Skilled workmen from eight to ten in number on an average are kept constantly employed and contracts are entered into and orders executed and repairing and general jobbing is done in the best workmanlike manner by Mr. Crowther. A native of the state of New Jersey he has lived in Philadelphia forty-two years, and during the war served gallantly in the 20th Pennsylvania Cavalry.

WM. C. FRAZIER, Carpenter and Builder, No. 427 Locust Street.—A gentleman who for many years has been actively engaged in the prosecution of general contracting and building is Mr. Wm. C. Frazier. The business Mr. Frazier is now conducting was established about twenty five years ago by W. R. Frazier, who retired in 1887 and was succeeded by his son, the present owner and proprietor. The premises now occupied have been used for the purposes of the business during the past eleven years and are 25x100 feet in dimensions and perfectly equipped in every respect, and many skilled practical workmen are kept constantly employed. Carpentering and building contracts of all kinds and also fitting up stores, offices and banks and store fronts and making alterations and repairing receive prompt attention and the work is executed in a superior manner at reasonable rates. Estimates and plans are furnished and all contracts entered into and orders are filled in the shortest possible time. Mr. Frazier, who was born in Philadelphia, was brought up to the business with his father.

W. K. ROEDEL, Wholesale and Retail Manufacturers of Fine Cigars, Factory No. 147 North Ninth Street, Branch No. 1017 Columbia Avenue.—To such an extent have adulteration and deception been carried on of late years in this country in the manufacture and handling of cigars and tobaccos, that the difficulty of obtaining a really good smoking article has become a byword among lovers of the weed. There are however some houses that still adhere to the old-time honorable methods of square and honest dealing, who make and handle only genuine goods, and among such in Philadelphia may be mentioned that of Mr. W. K. Roedel, wholesale and retail manufacturer of fine cigars, whose factory and store are located at No. 147 North Ninth Street, with branch house at No. 1017 Columbia Avenue, which for many years has enjoyed a wide reputation for the superiority of its goods and straight-forward business management. Mr. Roedel is a native of this city and as his name implies is of German parentage. Having acquired a thorough and practical knowledge of every branch of the cigar and tobacco business by long years of practical experience he founded this establishment on his own responsibility in 1876 and from the start he has been the recipient of a very liberal and permanent patronage which is annually increasing in extent and influence, having customers throughout various portions of the city and the surrounding country. The premises utilized for store and factory purposes are of spacious dimensions, and comprise a handsome three-story brick building having a frontage of twenty-two feet with a depth of seventy feet, which is fully equipped with all the latest improved appliances and accessories required in the business for turning out first-class, reliable goods and in which a force of forty competent and experienced cigar makers are given constant employment, while several travelling salesmen are constantly on the road throughout this and other states receiving and filling orders for the house's productions, which in consequence of their superior quality of material and workmanship are in steady demand wherever introduced. From the start Mr. Roedel determined that he would put upon the market none but honest goods, such as would meet with the favor and good opinion of smokers, and that he has adhered strictly to that determination is well evidenced by the steady and increasing popularity of his favorite brands, such as the "Life of General Grant," "Flora di Roedel," "Senorita," "Flora di Mundo," "La Corona" and others equally as popular. His brands are handled in our most popular cafs, restaurants, hotels, railroads, sample rooms, seaside and summer resorts, etc. He makes a specialty of manufacturing special brands to order and in this, as in all other departments of his trade, he exercises the greatest care in maintaining their superior reputation. His stores, both at No. 147 North Ninth Street and No. 1017 Columbia Avenue, are very neatly and appropriately appointed, and of ample dimensions, where he keeps constantly on hand a full and complete stock, of all his popular brands of cigars, also the leading varieties of foreign and domestic cigarettes, smoking and chewing tobaccos, snuffs, meerschaum, wood and clay pipes, cigar and cigarette holders, pipe stems, mouth pieces, and smokers articles of every description. Mr. Roedel is an active, energetic and industrious manufacturer and dealer, and is one of our most reliable merchant who takes especial pride in conducting his business on the sound principles of integrity.

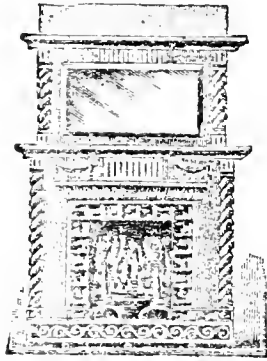
HART CYCLE CO., Bicycles, Tricycles, Velocipedes, No. 811 Arch Street.—The leading headquarters for bicycles, tricycles and velocipedes in this city is the establishment of the Hart Cycle Company. This is the pioneer cycle house of this city, having been established in 1877, by Mr. H. B. Hart, who merged his business into the present corporation in 1886. The premises occupied for trade purposes comprise a four-story brick building, 29x150 feet in dimensions, a visit to which is full of interest and instruction. From floor to ceiling hang the burnished wheels, marking not only a great and growing industry, but also the good sense of the people in adopting a contrivance which gives rapid transit with pleasure, exercise and health. The riding of bicycles is still growing more popular among business men, as it furnishes a rapid means of conveyance and gives a pleasure and exhilaration which only the wheelmen can realize and no words can describe. The Hart Cycle Company handles the products of the Pope Manufacturing Company, St. Nicholas Manufacturing

Company, and the Western Toy Company, believing that the goods manufactured by these large makers will meet all the requirements of cyclists satisfactorily. The management bases its claims for patronage on the merits of the goods offered. This company are also proprietors of the Columbia Bicycle Riding School, situated at Belmont and Elm Avenues, West Philadelphia. This school is open daily, except Sunday, and on Monday, Wednesday and Saturday evenings, from 8 till 10 o'clock. Its accessibility, close proximity to Fairmount Park and suburban roads, its fine riding hall and ample storage room for bicycles and tricycles make it a popular resort for wheelmen. This company also handle the World Type Writer, the most practical, durable, simple and most speedy machine of the kind extant.

HINDS, KETCHAM & CO., Labels and Show Cards, Color Printers and Lithographers, No. 26 South Third Street, B. F. Cake, Representative.—There is, perhaps, not within the entire domain of activity any department of industry, science or art in which such notable progress has been made of late years as the typographic and kindred branches. Especially is this true in regard to color printing and lithographing in which discovery, invention and improvements have effected a degree of excellence akin to perfection itself. A firm that has achieved a signal success and won a national and foreign reputation for fine productions in the line indicated, having received highest medal of reward at the London exhibition, is that of Hinds, Ketcham & Co., the widely known and representative color printers and lithographers with headquarters at Nos. 93 to 101 North Third Street, Brooklyn, N. Y., and which maintains branches in New York, Boston, Philadelphia, Chicago, St. Louis, Baltimore, Pittsburg, Kansas City, Astoria, Melbourne and Sydney, Australia. The office in this city, which is under the efficient management of B. F. Cake, being located at No. 26 South Third Street. The work turned out by the concern mentioned, which is one of the largest and leading establishments of the kind in the country, is of exceptional merit, and is unsurpassed in any feature of excellence by anything of the kind produced in the United States, the labels and show cards of Hinds, Ketcham & Co., being conceded to be the ne plus ultra in color printing and lithographing. Color printing and lithographing in all their branches are executed in the highest style of the art, special attention being given to artistic show cards, labels and fine commercial display work, and altogether an exceedingly large business is carried on. The Philadelphia office was established about two years ago, in charge of the present representative, and from its inception has proved a highly successful venture, the trade from here extending all over the country with the exception of New York city and state. Mr. Cake, who is a gentleman in the prime of life and a native of this city, is a man of thorough experience in this line, as well as energy and business ability, and was formerly representative in Philadelphia for the Crumps label press of New York for eight years, leaving the latter to assume charge here for Hinds, Ketcham & Co.

VANDEGRIFT & PRO. Produce Commission House, No. 331 North Water Street.—This is one of the oldest, as well as leading houses on the street, and its proprietors command a wide and valuable acquaintance in trade circles. The business was originally established in 1869 by Messrs. Vandergrift, Stapler & Co., who were succeeded by the present firm in 1871. The resources and facilities of this firm are admirable for reaching a desirable class of buyers, and consignments are carefully handled and promptly acknowledged in all cases. They handle poultry, eggs, hay, grain, pork, calves and general farm products, and in every department of the business the most perfect system prevails for assuring the highest returns, while the reputation of the firm for fair and honorable dealing is an additional inducement to those who require such service. The greatest activity is displayed in placing consignments on the market, while liberal advances are made to consignors and prompt returns are invariably assured. A full supply of the specialties handled is kept in stock, and the goods are of a character which commands the respect and confidence of the most critical and discriminating buyers. Messrs. William A. and Benjamin F. Vandergrift, are native Philadelphians, prominent members of the Produce and Commercial Exchanges, devoted entirely to the interests of their patrons.

JOB PARTLETT'S SONS, Manufacturers of Grates, Furnaces, Ranges, Etc., Tenth and Filbert Streets.—An old established and representative house in the city of Philadelphia, successfully engaged in the manufacture and sale of furnaces, grates, etc., is that of Messrs Job Bartlett's Sons, whose office, salesrooms and factory are located on Tenth and Filbert Streets. This business was established in 1847 by Job Bartlett, who was eventually succeeded by the present firm. The co-partners Messrs. Joseph B. and Chas. F. Bartlett, have been thoroughly trained in this business and possess an intimate knowledge of every detail of the manufacture of grates and furnaces, and the requirements of customers. The premises occupied comprise a spacious warehouse and factory, fully equipped with every appliance for the successful conduct of this steadily increasing industry. In the factory fifty skilled operators are employed, and the trade of the house now extends throughout all sections of the United States. The



firm keep constantly in stock grates, open fire places, furnaces, mantles, tiles, etc., and are manufacturers of the celebrated "Veteran" wrought iron warm air furnaces, London kitchen and cooking ranges. The firm's "Agitator" patented September 5th, 1882, is the best shaking and the only perfect dumping heater grate ever invented in its adaption to the warm air furnaces. It is unrivalled for durability and efficiency, and prevents dust from escaping into apartments. All goods handled and manufactured by this responsible firm have no superiors in this

or any other market, while the prices quoted in all cases are exceedingly just and moderate. The partners are all natives of Philadelphia. They are energetic, honorable business men, liberal in all transactions, and are meeting with a substantial and well-merited success.

PHIL. McMANUS, Butter Merchant, No. 24 South Water Street.—Philadelphia is the centre of an important and influential trade in butter, and among the reliable and successful commission houses in this line is that conducted by Mr. Phil. McManus, at No. 24 South Water Street. This gentleman has had a practical experience in the butter trade, covering a period of twenty years, and established his present business here in 1884. He occupies large and commodious premises, and solicits consignments from the best producing sections of the west and southwest. The butter handled by him is selected with the greatest care from the best dairies of the country, and is guaranteed pure and of superior quality and excellence. Liberal advances are made on consignments, while quick sales and prompt returns are invariably assured. All orders are promptly and carefully filled at the lowest ruling market prices, and the trade of the house is steadily increasing owing to the superiority and reliability of its goods and the enterprise and integrity of all its business transactions. The stock is kept up to the highest standard of excellence by fresh and frequent invoices from the best sources of supply, and the goods handled commend their own superior merits to the confidence and patronage of critical and judicious buyers. The trade of the house is of a character to serve as the best possible proof of its ability to meet every demand that may be made upon it and also assures its continued success and permanent prosperity in the future. Mr. McManus is a native of Troy, N. Y., a member of the Philadelphia Produce Exchange, and highly regarded in commercial, financial and trade circles for his sound business principles, distinguished enterprise, and sterling personal worth.

MOSES & KING, Architects, No. 226 Walnut St.—The architectural profession in this city is both profitable and essential, and many talented members of the profession are located here. Two accomplished artists in this line who are in partnership are Messrs. Arnold H. Moses and Guy King, who occupy a fine suite of offices at No. 226 Walnut Street. Mr. Moses was born in England but has resided in Philadelphia for

the past sixteen years, and is a member of the American Institute of Architects. Mr. King was born in Pennsylvania, but has resided in Philadelphia for nine years. He studied in Paris, also at the Boston Latin School and at Amherst College. Messrs. Moses and King organized their partnership in 1885, and both bring to bear on their business a wide range of practical experience coupled with an intimate knowledge of the requirements of the city. They have executed several important architectural commissions since they commenced the practice of their profession, designing and superintending, among others, the following buildings: Gratby mansion on Chestnut Hill; Tettow's factory, on Tenth and Cherry Street; Pheil & Golz, large lithographing establishment in Camden, N. J.; J. S. Starr's residence, Camden; E. N. Cohn's residence, Camden; Dr. Street's residence, Camden; G. W. South's residence, Berwyn, Pa.; three school houses for school board, Camden; Epiphany Lutheran Church, Camden; F. S. Presbrey's residence, at Washington, D. C., etc. These buildings are much admired for their stability and elegance, while the elaboration of detail and the care bestowed on every department of the work reflect great credit on the skill and ability of the firm, who are thorough masters in their profession. The firm have also erected the Forest Springs Hotel, Brown's Mills, N. J.; architectural work of a large number of iron and steel plants at Decatur Ala., and Birmingham Tenn., and H. W. Johnson's house at Merchantville N. J.

LAW AND REAL ESTATE OFFICES OF Mershon Brothers, Room 19, No. 608 Chestnut Street.—The secure market offered to the public by the real estate of Philadelphia and its suburbs, both for speculative and investment purposes, has been duly appreciated, and both buyers and sellers realize that their investments when judiciously placed are absolutely secure. To certainly attain the greatest measure of security and the best results the services of an experienced broker are always necessary. In this line Mr. C. O. Mershon has had a wide range of practical experience, and he has coupled with this, an intimate knowledge of the advantages of the best residential and business sections of the city and its vicinity. Connected with him in the business is his brother, Mr. A. H. Mershon, who is an attorney-at-law, and together they have, since May, 1888, been conducting business under the style of Mershon Brothers, at No. 608 Chestnut Street, room 19. The firm buy, sell, exchange, lease and let lands and buildings of every description; and they always have in their office accurate descriptions of the choicest and most eligible properties for sale, while their connections are of a strictly first-class character, including many of the best known speculative operators and conservative investors among their permanent patrons. They have special facilities for the negotiation of loans on bonds and mortgages upon the most favorable terms, and have likewise built up the highest of reputations for their able and conservative management of estates, securing as they do, the most responsible class of tenants, the incomes are always sure, while they effect repairs in the most judicious manner, and keep the properties placed in their care up to the highest standard of productive efficiency.

A. W. SELDEN, Steam Power Printing, No. 501 Locust Street.—One of the most accomplished among the practical representatives of the "art representative of all arts" is without doubt Mr. A. W. Selden who has been engaged in business many years and achieved a wide celebrity for the superior character of his workmanship. He commenced operations in 1875 and since May 1, 1886, has occupied the premises at No. 501 Locust Street which afford every convenience and are complete and perfect in all appointments and contain three new improved job and a large cylinder press, binder, many fonts of new type and all the appliances and accessories necessary for executing work in all branches with skill and precision in the highest style of the art. Steam power drives the presses and from eight to ten skilled practical workmen are kept constantly employed. Fine commercial and book and general job and plain and color work is a specialty with Mr. Selden which for neatness and artistic skill and excellence of execution is not surpassed. Having such advantages together with a valuable experience we may say without impropriety that those desiring first class work in this line will find it to their advantage to leave their orders with this house.

SWEETING'S CENTRAL CYCLE STORES, No. 639 Arch Street.—Among the many and various business enterprises conducted on Arch Street, probably none is so popular or so largely patronized by the athletic youth of the city, as that of Sweeting's Central Cycle Stores, where bicycles, tricycles, and velocipedes of every description are dealt in. The proprietor of this popular establishment, Mr. T. Henry Sweeting, is a Philadelphia business man, of many years' standing. Many years ago he embarked in the storage business, and is the originator of the system of storing household goods in separate rooms, which is now so popular. The warehouse, No. 639 Arch Street, belongs to Mr. Sweeting and though outwardly only six stories high, is really ten stories, as some of the floors have partitions or false floors, to give larger capacity. The accommodations for storage of household goods are unexcelled, there being 400 large rooms for that purpose. Negotiable receipts are issued, and liberal cash allowances made, thus combining the storage and banking business together. But not content with these enterprises, both requiring time and capital, Mr. Sweeting is also manager of various building associations as president or director. But to return to the cycle business. In this also, original lines were laid. It was and is the custom in the bicycle business to fix the selling price of the machines, at as high a price as the customer would pay, this price being generally the English retail price, with the duty etc., added, ignoring the fact, that there is a large discount to the trade. At the Central Cycle Stores, the bicycles are sold as merchandise, at a fair profit and not at a monopolistic price. For example, a high grade imported bicycle, all hollow steel frame, all ball bearings is sold for seventy-five dollars, about sixty dollars less than is usually asked for wheels no better. This policy has resulted in an immense business, in fact the largest importing bicycle business in Philadelphia. A visit to this the largest bicycle store in Pennsylvania will be found interesting.

BROWN'S JAPANESE CURIO BAZAARS, No. 29 South Eighth Street.—With the growth of this city and the country generally in commerce, population and wealth, there has been a rapid growth in every branch of industry which may be considered among those classes of trade more particularly pertaining to the demonstration of taste and culture. The advance made in culture and refinement has led to a large demand for objects of elegance and interest in our houses and surroundings, and to supply these the workshops, not only of our own country, but of Europe and the Orient are diligently searched and temptingly arrayed in the stores of our merchants. One of our most active and successful business men who make a specialty of handling Japanese curiosities is Mr. E. Brown, the proprietor of Brown's celebrated and popular Japanese curio bazaars at No. 29 South Eighth Street. Mr. Brown is a native of Germany, and has been a resident in the United States for the past twenty-six years. For ten years he was in business at Saratoga, N. Y., and in 1875 came to Philadelphia and opened his present establishment, which from the outset, has been attended by the most marked success. The store, which has a capacity of 20x30 feet, is elegant and attractive both in its appointments and stock, and the goods displayed embrace choice basket-picked tea and ginger, bric-a-brac of every description, novelties in small china ware, beads, amber ornaments, old East India vases, etc., all of which are shown in great variety, and offered at prices that command quick sales. A large city and suburban trade is done, and Mr. Brown is very popular in the community. He is also the proprietor of a branch store on Cookman Avenue, opposite the West End hotel, at Asbury Park, N. J.

W. H. SMITH, Manufacturer and Dealer in Theatrical and General Hardware, No. 614 Filbert Street.—Among the young mercantile houses of the city that have rapidly gained deserved prominence and a brisk, extensive trade, that conducted by Mr. W. H. Smith, at No. 614 Filbert Street, is deserving of special mention. This gentleman is a manufacturer of and dealer in all kinds of theatrical and general hardware. He founded his business in 1888, and brings to bear on his enterprise an experience of a practical character, gained through the number of years in which he has been connected with this line of trade. He occupies a finely appointed office at the address indi-

cated and carries a complete stock of hardware and specialties necessary for scenery and stage effects. He has the best possible facilities for filling the largest orders not only promptly, but at rates the most advantageous. The manufacturing departments are furnished with improved machinery, and being in the same building are under his personal supervision. Mr. Smith handles everything in the line of theatrical hardware, and a specialty is made of papier mache goods. The trade is of a wholesale and retail character, and extends throughout the United States and Canada, the house being represented by a number of agencies. Theatre managers and hardware dealers everywhere will find it to their interest to put themselves into communication with this house and to secure a list of goods and prices. In every respect the establishment is in a position to compete favorably with its contemporaries. That it is an enterprising and prosperous one and a credit to the city as well as to the energy and ability of the proprietor, goes without saying. That it is doing much in the way of developing the commerce of the city is equally certain, and therefore the house is eminently entitled to this brief notice at our hands.

SYLVAN PICARD, Optician, No. 44 North Sixth Street.—Among the opticians of Philadelphia who have won a reputation for skill and reliability may be mentioned the name Sylvan Picard, of No. 44 North Sixth Street, and who, although a comparatively young man has already attained a degree of success that places him at once in the front rank in his profession. Mr. Picard, who is a gentleman under thirty, was born in New York city, but has resided in Philadelphia since early infancy. He is a thoroughly practical and expert optician, of ample experience, having been brought up in the profession with his father, and is a complete master of the art in all its branches. Mr. Picard commenced business on his own account here about three years since, and from the first he has steadily won his way to popular favor and recognition, acquiring in a short time an excellent patronage. He occupies a compact, neat and well appointed store, and keeps constantly on hand a full and first-class assortment of everything comprehended in optical instruments and kindred articles, including chromatic field and marine glasses of a very superior character; telescopes, spy glasses, microscopes, lenses, opera glasses, spectacles, eye glasses, etc., while oculists' prescriptions are filled in the most accurate and trustworthy manner at lowest consistent prices. Lenses are ground to order in the very best style of the art, while repairing and adjusting are attended to likewise with judgment and skill, and all work executed here is warranted *à la satisfaction* being guaranteed in every instance.

JAMES G. FRANCIS, Conveyancer, Office, No. 705 Walnut Street; Branch, No. 4040 Market Street.—There is probably not one among Philadelphia's representative real estate brokers that is more widely known, as there is certainly none enjoying a larger share of public confidence and favor, than James G. Francis, the popular and responsible conveyancer. Mr. Francis, who is a gentleman of middle age, was born in this city, and maintains an excellent standing in business and social life. He is a man of energy, enterprise and thorough experience in the handling of realty, as well as of the highest personal integrity, and is a prominent member of the Philadelphia Real Estate Exchange, of which institution he was one of the founders. Mr. Francis, who is also actively connected with the Commonwealth Title Insurance and Trust Company, commenced business on November 1st, 1867, and during the twenty-two years since intervening his career has been marked by steady progress, building up an extensive and substantial connection, while he numbers among his clientele many of the solid citizens and wealthy property owners in the community. He conducts a general real estate business, buying, selling, exchanging and leasing all kinds of city and suburban property, both improved and unimproved, and gives personal attention also to the management of estates and the collection of rents and interests; also to the appraisement of realty. Mortgages are negotiated likewise and loans obtained on realty or approved collateral security, at lowest rates, while special attention is given to the examination of titles and conveying in all its details.

JAMES W. COOKE & CO., Commission Merchants, Cottons and Woolens, No. 239 Chestnut Street.—Among the representative and enterprising houses, actively engaged in the commission trade in cotton and woolen goods in Philadelphia, a prominent one is that of Messrs. James W. Cooke & Co., whose offices and salesrooms are situated at No. 239 Chestnut Street. The firm have likewise a branch in New York at No. 214 Church Street. This business was established twenty years ago by Mr. James W. Cooke, Mr. James L. Wilson, joining the firm ten years ago. Both these gentlemen bring a wide range of practical experience to bear, coupled with an intimate knowledge of the wants of manufacturers and dealers, while they have always been noted in the trade for carrying one of the largest and most desirable stocks from which to make selections. Their facilities for handling all kinds of cottons and woolens are perfect, while their connections are of a most influential character, representing as they do a number of desirable accounts. Messrs. James W. Cooke & Co. promptly and carefully fill orders at the lowest ruling market prices, and their trade now extends throughout all sections of the United States. All goods sold by them are guaranteed to be exactly as represented, and at the same time, customers, no matter in what part of the country they reside, can always rely on the ability of the partners to make such selections, as the best of judgment would recommend. The premises occupied in Philadelphia, comprise a spacious store and basement, which are always stocked with a superior assortment of cottons and woolens, that are fully warranted to give satisfaction to the closest buyers. Messrs. Cooke and Wilson are natives of Philadelphia, where they are highly esteemed in trade circles for their enterprise, promptness and integrity. Mr. Cooke is a director of the Commercial National Bank, and is one of our public spirited and progressive citizens.

R. H. C. HILL, Banker and Broker, No. 303 Walnut Street.—Philadelphia is one of the principal money markets in this great nation which is chiefly due to the vast capital, ability, and enterprise of her leading firms of brokers and bankers. Prominent among these is Mr. R. H. C. Hill the widely known and responsible banker and broker whose spacious and well equipped offices are conveniently located on the first floor of the building at No. 303 Walnut Street. The business was founded in 1881 by Messrs. Hill and Kennedy, who were succeeded by the present style two and a half years ago. Mr. Hill possesses great practical experience and an intimate knowledge of the stock, grain, oil, and provision markets. He buys and sells on commission or on margin all securities listed on the Philadelphia Stock Exchange likewise grain, oil, and provisions and numbers among his customers many wealthy investors and operators. Mr. Hill is a member of the Philadelphia Stock Exchange where he is popular and esteemed for his honor and reliability in all his transactions and for his energy and enterprise. He has direct wire with H. B. Hollins & Co., of the New York Stock Exchange with which he keeps pace with the fluctuations of the market in all its phases. He is a native of Philadelphia and one of its most prominent and substantial business men. He was formerly a director of one of the prominent banks in the city and is now treasurer of the Electric Trust Company, of Philadelphia, and holds prominent positions of trust in all the electric light companies of the city, being either president or treasurer, and is a public spirited citizen aiding and promoting every measure calculated to further the city's advancement and progress. Mr. Hill's superior advantages and high standing is a sufficient assurance that all transactions will receive faithful attention and the interest of patrons will be carefully fostered.

McKINLEY & HORN, Lace Caps, Ruffings, Hosiery, Fancy Goods, Etc., No. 63 Market Street.—One of the leading representative houses in the United States, in the lines of lace caps, ruffings, hosiery, stamped goods, etc., is that of Messrs. McKinley & Horn. The business was founded in 1868 by Messrs. Hemphill, Roekatela & Co., succeeded in 1875 by Messrs. Hemphill & McKinley. In 1880 the firm of McKinley, Horn & Co., was formed, Messrs. McKinley & Horn succeeding in 1884, and under whose able and enterprising proprietorship, the original large trade has been developed to proportions of great magnitude. The firm occupy two floors, 25x165 feet in dimensions, handsomely

fitted up and where is carried by far the largest, most desirable and comprehensive stock of the above goods in the United States. They are manufactured expressly for their fine trade from the choicest materials, and in a wide variety of beautiful and original patterns, which cannot be duplicated elsewhere. In lace caps the firm sell to our leading city firms, also in the lines of ruffings, stamped goods, embroideries, etc., and in which they so permanently lead the best class of trade. They sell all through Pennsylvania, New Jersey, Delaware, Maryland, Michigan, and south, requiring the services of four travelers on the road. Mr. W. A. McKinley and Mr. Ellwood Horn are both native Philadelphians, long actively identified with this important branch of trade, and are merchants of unquestioned responsibility.

J. F. BAILEY, Iron Commission Merchant, No. 257 South Fourth Street.—Philadelphia is the great national centre for the trade in iron and steel, and a prominent house engaged in this business here is that of Mr. J. F. Bailey, iron commission merchant, of No. 257 South Fourth Street. Mr. Bailey brings a large practical experience extending over twenty-five years having been formerly engaged for that length of time by the Pencoyd Iron Works, of Pencoyd, Pa., first as traveling salesman and then as general agent of the entire business from 1867 to 1873, when he founded his present business as J. F. Bailey & Co., as brokers and commission merchants, and succeeding to the sole control of the business in 1883. As a commission merchant he deals in all kinds of architectural iron work for bridges, ship building and buildings of all kinds, including bridge, ship and architectural material in iron and steel, beams, channels, angles, tees, bar and shafting and sheared and universal plates for any kind of a structure. Mr. Bailey is agent for the Pottsville Iron and Steel Co., of Pottsville, Pa., the Carbon Co., of Pittsburg, and Oliver Bros. & Phillips, of Pittsburg, and many others. The product of these furnaces covers every requirement of manufacturers in this line and is in vast and growing consumption. The trade of the house extends throughout the New England States, taking in the whole Atlantic coast states and New York State. Mr. Bailey furnishes plans and gives estimates and bids for contracts at as low a figure as any first class house in the trade can quote for the best material in this line. He is also largely interested in several enterprises, among them being a director of the Jersey City Wheel Works. Mr. Bailey is a native of Virginia and has resided in Philadelphia since 1878. He has ever pursued a policy of equity and enterprise, dealing in the best grades of iron and steel and maintaining for his house the supremacy in this important branch of trade.

CRAWFORD MILLER, Fire Insurance of the Treasurer and Caledonia Mining Company, No. 339 Walnut Street.—Prominent among our reliable and energetic insurance agents is Mr. Crawford Miller, whose offices are eligibly located at No. 339 Walnut Street. Mr. Miller has also a branch office in Camden, N. J., at No. 201 Federal Street. Mr. Miller established this business twenty years ago in Camden, N. J., and eventually in 1872 opened his Philadelphia office. By strict attention to business, he has secured a liberal and influential patronage, and numbers among his permanent patrons many of our leading merchants, manufacturers and property owners. He represents for Camden and Atlantic City, N. J., the following first class companies, viz: Fire Association of Philadelphia, Commercial Union Assurance, of England; Liverpool and London and Globe, England, and the Standard Fire Insurance Co., of Trenton, N. J. As a practical and experienced underwriter, Mr. Miller offers substantial inducements to the public in low rates and liberally drawn policies, while all losses sustained are equitably adjusted and promptly paid through this agency. Mr. Miller is a popular member of the Underwriters' Association and the Tariff Association. He is a director of the Camden & Atlantic City R. R., vice president of the J. Barton Smith Fire Company, of Philadelphia, and president of the River Iron Co., of Camden, N. J. Mr. Miller is also agent for the Western Assurance Corporation, and director of The Phila. & Coopers Point Ferry Co., and the Kensington & New Jersey Ferry Co., and is also treasurer of the Caledonia Mining Co., of Nova Scotia. He is an able financier and one of our leading capitalists and representative business men, and is highly esteemed in business circles for his promptness and integrity.

JAMES IRONS, Manufacturer of Show Cases and Office and Store Fixtures, Nos. 132 and 134 North Fourth Street.—Prominent among the leading manufacturers of show cases and store and office fixtures Mr. James Irons, of Nos. 132 and 134 North Fourth Street, is entitled to special mention in these pages, on account of his long experience and the extensive trade he has developed. Artistic fixtures and handsomely designed show cases give an attraction to an establishment that neither business men nor the public are slow to recognize. The day for hiding away goods, carefully wrapped up, on shelves and keeping them there until some chance customer should step in the store and ask for them, is past, and the merchant who is to keep ahead or abreast of his neighbors is compelled to place his goods where and in such a manner as they can be seen by customers. The use of show cases permits of this being done without detriment to the goods, while the cases themselves form ornaments to the store. Mr. Irons has been in business as a manufacturer of show cases, etc., for the past twenty-two years. Beginning on Second Street, he remained there a year, and since then he has been permanently located in his present premises at Nos. 132 and 134 North Fourth Street, where he occupies two three-story and basement buildings, each 20x100 feet in dimensions. The manufacturing department is thoroughly equipped with the best mechanical appliances and about a dozen experienced workmen are constantly employed. In the salesroom a very large stock of show cases in all sizes and designs are displayed. Mr. Irons, who is the oldest representative in this line of business in Pennsylvania, is the inventor of a patent combination show case and sign, that is novelty in beauty of design and usefulness. All kinds of store and office fixtures are made as desired. The business, which is a very flourishing one, extends to all parts of the middle and southern states, and the house is a most reputable one. Mr. Irons is a native of Philadelphia.

CHAS. E. SMITH'S Signs and Show Card Factories, Southwest Corner Fourth and Market, and No. 28 South Fourth Street.—During the past twenty years in which he has been successfully established in business, Chas. E. Smith, manufacturer of signs and show cards, southwest corner Fourth and Market Streets, has enjoyed a well merited reputation for excellent work, promptness and reliability. He is to fact one of the foremost exponents of the particular branch of art indicated in this city, and has a large and flourishing trade throughout Philadelphia and adjoining sections of the surrounding states, maintaining branches in the summer season at Asbury Park and Ocean Grove. For variety, originality and excellence of productions, or for cheap prices, none in the business in this city can compare with Mr. Smith, satisfaction being guaranteed in every instance to patrons, while rock bottom figures are quoted. The premises are spacious and well equipped, ample and complete facilities being at hand, while a number of competent assistants are employed. A large, varied and first-class assortment is constantly carried in stock, comprising everything in the line of advertising signs and novelties in show cards including oil cloth and muslin signs at exceedingly low prices, while signs and show cards are manufactured to order likewise in any desired size, style, design or variety, in the most expeditious and superior manner. Mr. Smith is a gentleman of twenty years practical experience and skill in his line, was born in New Jersey, and has resided in Philadelphia some forty two years.

DOYLE'S ENGRAVED BRASS SIGNS, Northeast Corner Third and Dock Streets.—Among the foremost concerns engaged in this line in this city is the well known and successful one of Mr. John M. Doyle, of the popular engraving establishment on the northeast corner of Third and Dock Streets (entrance No. 129 South Third Street), than whom no one in Philadelphia in this line of business has been more fortunate in establishing and maintaining a reputation for a high standard of excellence in the work produced. It is now over thirty years since Mr. Doyle established himself in business, and he has been located in his present premises for the past twenty-two years. He was the first to manufacture metal signs in Philadelphia, and is the oldest representative of the trade in the city. He occupies an entire floor, and this is equipped with all necessary conveniences and appli-

ances. All kinds of metal and printed signs are made to order in the most artistic designs, and a specialty is made of the engraving of brass and silver-plated signs. Designs and estimates are furnished on application, and everything is done to render the utmost satisfaction to patrons. Mr. Doyle was born in Ireland forty-nine years ago, and has resided in Philadelphia for the past forty-three years.

CH. CASSEL & CO., Manufacturers and Wholesale and Retail Dealers in Plain and Fine Confectionery, No. 116 Market Street.—At the well appointed and inviting establishment of C. H. Cassel & Co., manufacturers of and whole sale and retail dealers in plain and fine confectionery, the goods produced are absolutely pure as well as of choice quality and flavor, none better in the city. The store is commodious and very tastefully appointed, the manufacturing being done on the upper floors while several polite assistants attend to the wants of customers, and a large and varied stock is carried fresh daily, including delicious and wholesome chocolates, bon bons, caramels, wintergreen, Boston chips, mixed candies, molasses candy and toothsome confections in great variety; all orders by mail receiving prompt attention. This prosperous business was established about four years ago, and from its inception has been conducted with uniform success, the firm having a large and growing city and suburban trade. Mr. Cassel, who is the sole proprietor, is a man of twenty years' practical experience in this line and has a thorough knowledge of the business. He is a Philadelphian by birth (born in the sixth ward) but a well-known resident of Camden, and is a member of the Tontine Society and the Legion of Honor and Odd Fellows.

JOEL THOMAS, Manufacturer of Ruches, Ruffings and Collar-ettes, and Importer of the Materials, No. 204 Arch Street.—As a manufacturer of ruches, ruffings and collar-ettes, and an importer of the materials, Mr. Thomas holds a commanding position in this city and throughout the country. He established his business here in 1844, and in his specialties he possesses the best possible facilities for supplying the trade to its perfect satisfaction. The premises occupied for manufacturing and sales purposes comprise two floors, 40x60 feet each, and steady employment is given to some thirty skilled hands, while machinery of the latest design is furnished to insure rapid and perfect production. The stock here displayed contains at all times the most popular and attractive styles. The connections of the proprietor with European sources of supply are of the most intimate and influential character, while his ample resources, perfected manufacturing facilities and widespread commercial relations enable him to command every favorable opportunity of the market for the purchase of raw material and to offer inducements to the trade, as regards both reliability and novelty of goods and liberality of terms and prices that challenge comparison and preclude successful competition. Mr. Thomas is a native of Pennsylvania, and highly esteemed as one of the city's oldest and most substantial business men.

A. SCHARFF, Whip, Cane and Umbrella Manufacturer, No. 235 North Second Street.—For more than a quarter of a century A. Scharff, the well-known whip, cane and umbrella manufacturer has been established in business in this city. Mr. Scharff, who is a gentleman of about fifty-nine, was born in Germany, but has lived in Philadelphia since early boyhood. He is a practical and experienced workman himself, and is a thorough master of his art in all its branches. He turns out a very superior class of work, his productions being unsurpassed for general excellence by anything of the kind manufactured in the city, while his prices are maintained at the lowest figures compatible with first-class goods and straightforward dealing. Mr. Scharff occupies ample and well appointed quarters, as store and shop, employing ten expert hands, and manufactures whips, canes and umbrellas in every size, style, design and grade, fine goods being a specialty. A large and all assortment is constantly kept in stock, including superb gold and silver-mounted umbrellas, canes, etc., of exquisite workman-ship and elegant material, while covering and repairing are done likewise at short notice and satisfaction guaranteed in every instance.

FRANK TOONEY, Engines, Boilers and Machinery, No. 131 North Third Street.—The prosperous house of Mr. Frank Tooney, dealer in engines, boilers and machinery of every description, is widely recognized as an important and desirable source of supply for manufacturers and machinists in many different branches of trade. It was established by the present enterprising proprietor in 1874, and a substantial success was speedily achieved. The building occupied for sales and storage contains four floors and a basement, 25x120 feet each, and the stock carried is one of the largest and most valuable of the kind to be found in this section of the country. The proprietor is especially prominent in industrial and trade circles as agent for a long list of improved productions, among which may be mentioned the celebrated Baxter steam engine, Bordentown improved vertical engines, the Keystone vertical engine, the Niagara steam pumps Sebastian May & Co's, lathes, and the Moline detachable link belting and attachments; while his stock includes, besides these well-known products, a full assortment of automatic engines, hoisting engines yacht engines, drill presses, planes, shapers, etc., and electric light and plating dynamos. No house in the country is better prepared to minister to the wants of manufacturers and mill-owners, and a great number of the latter throughout Pennsylvania, New Jersey, Delaware, Maryland, Virginia, West Virginia and the south make all their purchases at this establishment, being attracted by the honorable methods in force, the superior inducements offered in goods and prices, and the eminently satisfactory manner in which their orders are fulfilled. Mr. Tooney is a gentleman of ripe experience as an engineer and machinist, thoroughly conversant with every detail and requirement of the trade. He is a native Philadelphian, and is prepared to promptly furnish estimates and to fit out mills and factories with machinery and appliances to the entire satisfaction of patrons.

WM. C. RANDOLPH, Manufacturer of Bone Lather Brush Ferrules, Napkin Rings, Whisk Handles, Harness Decorating Rings, Etc., Nos. 243 and 245 Arch Street.—This gentleman enjoys a national reputation as an extensive manufacturer of bone lather brush ferrules, napkin rings, whisk broom handles, harness decorating rings, billiard and pool balls, and various bone, ivory, horn and hard-wood novelties. He established his enterprise here thirty years ago, and has built up a trade co-extensive with the limits of the entire country. His spacious premises are admirably arranged and equipped with new and improved machinery, ample steam power, and every modern convenience for facilitating rapid and perfect production, and steady employment is given to a large force of skilled and expert workmen. His long practical experience has given Mr. Randolph a decided superiority over all his contemporaries in this line, and he is constantly placing upon the market something new, novel and beautiful. His list of novelties comprises a beautiful line of coquilla work, including carved coquilla napkin rings, cuff buttons, dice boxes, jewelry boxes, egg cups, puff boxes, wood whistles, etc.; while in bone work he exhibits elegant specimens of umbrella needle cases, cribbage pins, lather brushes, etc. His display of bracelets, badges, baskets, necklaces, chair cushions and thimbles cannot be equalled for originality of design and artistic workmanship in this or any other city in the Union. His ivory novelty-turning exhibits at the International Cotton Exposition in Atlanta, at the International Electrical Exhibition of the Franklin Institute, and at other places throughout the country, have elicited the highest praise from visitors and experts.

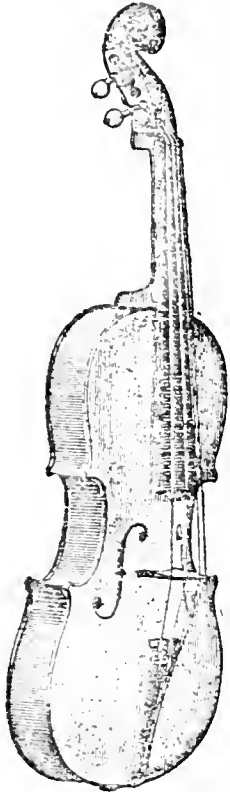
JROBERT BOYD, Hardware Commission Merchant, No. 422 Commerce Street.—A great number of the principal hardware manufacturing concerns in the United States and Europe are represented in the most important business centres by manufacturers' agents, and among the number of popular and enterprising persons engaged in this branch of business in Philadelphia is Mr. J. Robert Boyd, who makes a particular speciality of handling hardware goods of all kinds, and has acquired a very enviable reputation in the trade for the superior grades of goods he deals in and his prompt reliable methods of transacting business. Mr. Boyd is a Philadelphian by birth and brings to bear a wide range of practical experience in this line of trade acquired by years of close application and observation. He

inaugurated this enterprise originally in 1856 at No. 39 North Fourth Street, and from the start met with the most encouraging success and soon established a very large and influential trade throughout this and other states which increased to such proportions that in order to handle it with better facilities and convenience he removed to his present address. The premises occupied are of ample dimensions, neatly and tastefully fitted up and fully equipped with every convenience for the successful prosecution of the business. He carries here at all times a full and complete line of samples of all goods he deals in, embracing everything in the line of shelf and heavy hardware, mechanics', and artisans', tools, table and pocket cutlery, blacksmiths', machinists', and contractors' supplies, also house builders' hardware of every description, devices, small wares, household articles, in fact everything pertaining to shelf hardware and its kindred branches. He carries none but the most reliable and standard goods, which possess the best reputation among foreign and domestic productions, and he quotes terms and prices that cannot be duplicated elsewhere.

JE. TYGERT & CO., Manufacturers of Star Bone Phosphate and Star Guano, Importers of Potash Salts, Dealers in Fertilizing Materials, No. 42 South Delaware Avenue.—The representative and reliable firm of Messrs. J. E. Tygert & Co., manufacture largely Star bone phosphate, and Star guano, import potash salts and deal also in fertilizing materials. The Star bone phosphate and star guano of this responsible firm find a ready market in all sections of the eastern and southern states, customers being always retained, as they find the fertilizers of this popular house always up to the standard claimed for them, and their value and efficiency in producing superior crops are conclusively demonstrated every year. In fact Tygert's Star brand fertilizers cannot be surpassed in this country or Europe for their adaptability to the wheat, rye, cotton and tobacco crops. By using these fertilizers crops are not liable to the same damage by drought, they ripen earlier with great perfection and color, and produce cotton, grain and tobacco of a very superior quality. The firm promptly fill orders at the lowest possible prices, and fully guarantee their fertilizers to be exactly as represented. This business was established nineteen years ago by Mr. J. E. Tygert, and was continued by him till 1873, when Mr. H. S. Tygert became a partner, the firm being known by the style and title of J. E. Tygert & Co. The firm are owners of the steamer John E. Tygert, which trades between Philadelphia and Smyrna, carrying freight and passengers. The firm's factory, which is fully supplied with the latest improved machinery, apparatus and appliances, is situated on the Delaware river. Both Messrs. J. E. and H. S. Tygert are natives of New York, but are now prominent residents of Philadelphia and are liberal, honorable and enterprising business men.

HECKER & LONGAKER, Manufacturers of Britannia and Silver-plated Ware, No. 21 South Seventh Street.—Messrs. Hecker & Longaker, established themselves in business in 1833, as manufacturers of britannia and silver-plated ware at No. 21 South Seventh Street. This is a branch of trade which has been conducted in Philadelphia in recent years with considerable enterprise and remarkable success, so much so that the city has become a headquarters for the supply of this class of goods. The members of the firm of Hecker & Longaker are by no means novices in the business, but have had a long practical connection with the trade, Mr. J. S. Hecker having had fifteen and Mr. J. L. Longaker ten years' experience in the manufacturing department. Their office and factory are located on the third floor of the building, and this is admirably arranged and equipped with every appliance and all the latest machinery for the production of a full line of beautiful goods of original designs in britannia and silver-plated ware. The machinery is operated by steam power, and a force of ten skilled and experienced artisans are permanently employed. They manufacture all kinds of silver-plated and britannia goods, and make a speciality of designing and manufacturing to order any articles in the above line which may be desired by their customers, equal, if not superior, in execution to work done either in this country or Europe. The co-partners are natives of the city, and gentlemen of the highest character and integrity.

WILLIAM URFF, World Renowned and Famous Maker of Violins, Violas, Cellos, Basses and Bows, No. 341 North Fifth Street.—In the manufacture of violins, a representative is Mr. Wm. Urff, who is justly conceded to be



one of the best in the country and has gained considerable distinction and a national reputation for the superior character of his workmanship and the rich brilliant tone and general superiority of his world-renowned violins, violas, cellos, basses and also bows. This famous maker of these celebrated string instruments is a German by birth and an accomplished musician of rare skill and ability and is the recognized authority in this city on violins, his opinion and judgment being in constant demand by masters of the instrument and public and private performers and amateurs and connoisseurs and collectors. He has been in this city since 1850, and established in business, and during the past four years has occupied the premises at No. 341 North Fifth Street, which are of ample dimensions and well adapted to meet the requirements of the public and for manufacturing purposes. A full and general assortment is kept on sale of his unexcelled famous instruments and also genuine Italian strings of his own importation and covered strings of his own manufacture. Every kind of string instruments are repaired by Mr. Urff with skill, in the most artistic manner. For over a quarter of a century he has been engaged in the manufacture of violins, violas, cellos and bases. Mr. Urff is very reasonable in his prices and his work is executed with skill, tact and judgment.

S. R. EDWARDS & SON, Furniture, Etc., No. 27 South Second Street.—An old established and responsible Philadelphia furniture house is the popular and largely patronized emporium of S. R. Edwards & Son, manufacturers and dealers in furniture, upholstery, bedding, etc. It is, in fact, one of the oldest and leading establishments of the kind in this city. This flourishing business was established in 1842 by S. R. Edwards, (deceased), who conducted the same up to 1884, when he admitted into partnership his son, S. A. Edwards, who on the occasion of the death of the senior member about one year ago, assumed sole control, still trading under old firm name. The warerooms and factory occupy an entire four story structure, 25x125 feet in area, and are well appointed throughout, while some ten or so expert hands are employed, besides several courteous salesmen in the store. An extensive and all assortment is always carried, embracing handsome parlor and chamber suits, in plain and artistic designs, beautiful cabinet, articles superb upholstered goods, mirrors, stands, desks, chiffoniers, bedsteads, bureaus, tables, chairs and everything in the line of drawing room, library, dining room and kitchen furniture; also carpets, bedding, coats, mattresses, springs and household specialties, while upholstering and repairing likewise are promptly and reliably attended to. Mr. S. A. Edwards, who is a comparatively young man and a native of this city, is a gentleman of entire probity in his business relations, as well as a man of energy, sagacity and thorough experience, and maintains an all standing in mercantile life.

PHILADELPHIA EMERY WHEEL COMPANY, Office, No. 624 Cherry Street.—Emery wheels are no longer used in the places of files or grindstones, but have become an absolute necessity in all work on iron, brass, composition, etc., as the constantly increasing demand for them testifies. In this connection special reference is made to the widely known and representative Philadelphia Emery Wheel Company, manufacturers of

solid emery and corundum wheels, and dealers in emery wheel machinery, pure Turkish emery, nickel platers' supplies, diamond tools, emery wheel dressers, pure sapphire corundum, etc. The factory is located on Buckner's Street and Kensington Avenue. The office and salesrooms, on Cherry Street, comprise a three-story building, 25x60 feet in dimensions. The factory is commodious and thoroughly equipped with the best mechanical appliances known to the trade. This concern, which is the most extensive in its line in the country, was founded by the present proprietor, Mr. Henry Eric, in 1853, and thus far has had a most successful career. The solid emery and corundum wheels, which are specialties of the house, are highly esteemed by manufacturers as the strongest and most serviceable wheels in use, as they contain no material that does not possess a cutting quality. These splendid wheels are made without use of cements, glutinous or soft metallic substances, and, therefore, do not require the same power necessary to successfully run gummy wheels. The Philadelphia Emery Wheel Company, have turned out one of the largest emery wheels ever made in this country. It is forty-eight inches in diameter, ten inches thick and weighs 2200 pounds. It was ordered by a cloth finishing establishment at Wayne Junction. The next largest wheel they have made was thirty-six inches in diameter and five inches thick, for the Pickering Spring Company, Eighteenth and Hamilton Streets.

H. STREET, Practical Optician, Opera Glasses and Thermometers, No. 1011 Walnut Street.—Among those who are engaged in this business and rapidly winning an excellent name for superior goods is Mr. H. Street, practical optician. Mr. Street is a native of this city and although quite a young man yet he has had an active practical experience as an optician extending over a period of twenty years and is thoroughly familiar with every branch of the business. Desiring to engage in active commercial life on his own account he founded this enterprise originally in the autumn of 1858 and from the start has met with the most gratifying success, and acquiring a very large and influential trade, such as is not often bestowed upon much older houses in this line of industry. He occupies a spacious and commodious store which is very neatly and tastefully fitted up and contains a full and complete assortment of everything pertaining to the business. The stock carried embraces opera, field, marine, day and night glasses, telescopes, microscopes, meteorological, philosophical and surveying instruments, clinic thermometers and other surgical and medical appliances pertaining to his line, and a specialty is made of spectacles and eyeglasses. Knowing to what an extent the general public purchase spectacles and eyeglasses from jewelers, shopkeepers and itinerant dealers, claiming to be opticians, and convinced that their eyes are in but rare cases properly treated, Mr. Street has made it one of his special duties to examine the eyes of all patrons thoroughly, with a view to ascertain the precise grade of weakness and kind of lenses required. Prescriptions of oculists are most carefully observed and lenses for same are prepared to order when required.

LINGG & BRO., Watches, Diamonds and Jewelry, Wholesale and Retail, No. 235 South Eighth Street.—Thirty-two years of continued existence and uninterrupted mercantile prosperity mark the career of this well known and popular wholesale and retail jewelry store, which was established by the present proprietors, Messrs. Joseph W. and Fred. C. Lingg, in 1857. The store has a width of twenty-five feet and a depth of sixty feet, and is an elegantly appointed and well arranged establishment, completely stocked with a large assortment of fine diamonds and other precious stones, American watches in gold and silver cases, clocks, jewelry, and everything to be found in this line of useful and ornamental merchandise. All the latest novelties in jewelry are put in stock as soon as originated. The firm's fine line of watches, etc., is unrivalled, and their trade, includes the patronage of the best classes of the community. The firm have also a repair department, where they employ a staff of skilled and experienced workmen in not only repairing jewelry and watches, but in manufacturing special lines of jewelry to order. The trade, being of both a wholesale and retail character, extends to all parts of Pennsylvania, Delaware, New Jersey and the South. The members of the firm are jewelers of vast practical experience.

MICHAEL NISBET, Conveyancer and Real Estate Broker, No. 808 Walnut Street.—The vast and varied interests involved in real estate transactions in this city have materially attracted to this branch of business some of our most enterprising and far-seeing citizens. One of the best-known and most reliable of these gentlemen is Mr. Michael Nisbet, whose office is eligibly located at No. 808 Walnut Street. As a conveyancer and real estate broker, Mr. Nisbet takes a front rank in this city, having been identified with the business for a period of thirty-six years. He enjoys a deservedly high reputation for business ability, sound judgment, and large practical knowledge. He transacts a general real estate business in this city and vicinity, buying, selling, leasing and exchanging property of all kinds; attending to the management of estates, the collection of rents, the negotiation of loans on bond and mortgage, and general conveyancing. His business has been conducted from the outset with great and growing success, and his connections are of the most substantial and desirable character, numbering, as he does, among his permanent customers many of the solid and wealthiest capitalists, investors and property-owners in Philadelphia and vicinity. He is a recognized authority as to the present and prospective values of realty in the city and suburbs, and all advice given or transactions effected through him can be relied upon as absolutely safe. His services are promptly and conscientiously rendered, and his charges are invariably moderate. Mr. Nisbet is a native Philadelphian, and one of the representative real estate men of this city. He is also prominent in Masonic circles as Past Grand Master of the Grand Lodge and its present Grand Secretary and sustains an excellent status in social and business life.

RIGHTER & GIBSON, Plain and Ornamental Book Binders, Nos. 1220-1224 Sansom Street.—An industry which has been developed to proportions of the utmost magnitude in this city, and which has attained an excellence unsurpassed by any other city in the Union is that of book binding. An establishment that has for almost half a century occupied a leading position in the trade, and which bears a reputation unsurpassed by any of its contemporaries for the superiority of its productions, is that of Messrs. Righter & Gibson, whose business quarters are at Nos. 1220-1222-1224 Sansom Street, comprising two floors 45x65 feet. The business dates its inception back to 1842 when it was founded by Mr. Henry G. Righter and the firm of Righter & Gibson was formed in 1851, they being the oldest concern in book binding in this city, and their subsequent career marks an uninterrupted success, and a continual development. They have ever been ready to adopt any improvement that is possessed of merit, and their success has been, to a large extent, the result of this spirit of enterprise. The spacious premises which comprise the bindery are equipped with the most improved machinery operated by steam power, and steady employment is furnished a force of forty expert hands. Plain and ornamental book binding in all styles is executed promptly to order in the most finished manner. The prices are of the most reasonable character, and satisfaction is guaranteed with all work done by this responsible house. The members of the firm, H. G. Righter and Geo. Gibson, the former a native of Montgomery County, and resident of Philadelphia for sixty years, the latter born in this city, are too well known personally in commercial and social circles, to need comment at our hands. Suffice it to remark, their house is in every respect a representative one in its line of trade and those establishing relations with it will secure the greatest satisfaction in the thoroughly good manner in which all work will be accomplished.

JESSE PITT & CO., Wholesale Dealers in West India and Florida Fruit, No. 144 Dock Street.—A large and important trade is carried on between this city and the south and West Indies in fruits which is rapidly assuming proportions of great magnitude. Among those prominently identified in the activity which prevails in this direction is the enterprising firm of Jesse Pitt & Co., whose office and warehouse are at No. 144 Dock Street. This house is one of the largest and most reliable in its special line and in the past two years a large local business and an extensive trade has been built up through the energy and indefatigable exertion of Mr. Pitt who is the sole proprietor, the con-

nection extending throughout Pennsylvania, New Jersey, Maryland and Delaware and the West India Islands from which sections fruits are constantly being received. Ample premises are provided for storage and a heavy stock is always carried of apples, pears, peaches, melons, and berries and grapes of every variety, and also lemons, oranges, limes, pineapples, coconuts, bananas, etc., in their season. An extensive city wholesale trade is supplied and shipments are made to various parts of all the circumjacent sections. Mr. Pitt is thoroughly familiar with the business in which he is engaged and his facilities are such that he can name prices that cannot be otherwise than satisfactory and can guarantee quality and freshness of everything he deals in. He is a Philadelphian by birth and his rating and standing in commercial and financial circles is of the very highest character. He justly merits the success he enjoys and the extensive business he is conducting and knows so well how to foster and promote.

W. H. SHEAFER & CO., Manufacturers of Jewelry, James Bingham, Jr., Manager, No. 108 South Eighth Street.—In this publication of the leading representative firms in the different avenues of the trade, mention should be made of the well known firm of W. H. Sheaffer & Co., who have for nearly a score of years been engaged in the manufacturing branch of the jewelry trade. The enterprise was started in 1873, and the house has since built up, not only a first-class trade but also a strictly first class reputation for the reliability and quality of all work executed by it. The business was started at No. 908 Chestnut Street, afterwards removed to, and continued until July, 1888, at No. 612 Chestnut Street, and since that date has been conducted at No. 108 South Eighth Street, where commodious premises are occupied, and where the latest improved machinery, tools and other conveniences are possessed for the successful prosecution of the business. The proprietor, Mr. W. H. Sheaffer, has had large practical experience as a business man, and does a fine trade with the large retailers and jobbers generally in the city and vicinity. Skilled and experienced workmen are employed, and all work is executed in the most artistic and satisfactory manner, with dispatch and at the lowest rates consistent with good work. Designs and estimates are made to order. The manager of the manufacturing department is Mr. James Bingham, Jr., who is a Philadelphian by birth and who has been over forty years in the business. Mr. Sheaffer was born near Pottsville, this state, and is an old resident of Philadelphia. As a manufacturer he has adhered strictly to legitimate business methods. His manufactures cannot be excelled for beauty of design, reliability of workmanship, elegance of finish and durability.

O'NEILL BROS., Fine Printing, No. 123 S. Third Street.—From the time when Benjamin Franklin made his home in Philadelphia to the present day this city has been one of the seats of learning, and that great educator, the printing press, has wielded a power in this centre of intellectual activity which has been productive of incalculable benefit throughout the entire land. One of the most prominent printers of all kinds of works, pamphlets, as well as of every variety of job work in this city is that of Messrs. O'Neill Brothers, of No. 123 South Third Street, who began business in June, 1887, and have risen to an eminence in the trade which is highly flattering. Their spacious and well appointed establishment occupies two floors, where abundant steam power is supplied and the latest improved presses are in use. A corps of skilled and efficient typesetters, pressmen and assistants are at hand, and a large amount of printing of all varieties is here turned out. The firm do much work for the leading bankers and merchants of the city, and they invariably give entire satisfaction in respect to material, workmanship and price. Their assortment of type comprises the most ornate and highly decorated, as well as the plainer varieties, and there is no class of printing which they cannot execute to the entire satisfaction of their customers. The co-partners are Messrs. James J., and J. Edgar O'Neill, who are both natives of this city. They devote their entire time and personal attention to the interests of their patrons and use the utmost endeavors to please them in every respect. They enjoy the respect of all who know them, and to a degree which clearly indicates the high regard in which they are held. In business relations their standing is of the highest character.

CHARLES RISTINE, Electro Plater and Gilder, No. 114 North Second Street.—A well known and prosperous establishment, deserving of more than passing mention in these pages is that of Mr. Charles Ristine, electro plater and gilder, who has maintained for years a most enviable reputation for first-class and reliable work. Mr. Ristine is a native Philadelphian, a thoroughly experienced man in this business, acquired by over twenty years of close study and application in all its various branches, and desirous of embarking in business on his own account founded this enterprise at this address in 1876 and stands in the front rank of his profession in this vicinity. The premises occupied are large and commodious, comprising an entire second floor, having a frontage of twenty feet with a depth of eighty feet, admirably arranged for business and working purposes. His shop is thoroughly equipped with a large supply of electrical baths and other appliances required for both electro and case plating, also gilding, and employment is furnished to a sufficient number of experienced workmen to meet all requirements of his business, while in his store will be found a general assortment of articles as samples of his superior workmanship. He is prepared to execute all kinds of work pertaining to his line for the trade and general public, such as the plating, repairing and replating of tea, dinner, dessert sets, urns, goblets, cups, ice pitehes, waiters, cake and fruit baskets, casters, spoons, knives, forks, ladles, etc., also objects of art, fancy goods and novelties for use and ornament in gold, silver and nickel, electro-bronzing, oxidizing, zypirus, copper and other colors, while his prices are extremely reasonable when the high character of his work is taken into consideration. Mr. Ristine is a prominent and active member of the Order of Odd Fellows, Knights of Pythias, Improved Order of Red Men, Ancient Order of United Workmgmen and the Royal Arcanum.

MUNN & SHIVERS, Successors to Holland & Edgar, Printers and Publishers, No. 533 Chestnut Street.—Among the leading printers and publishers in Philadelphia to-day, are Messrs. Munn & Shivers. The business of this concern was founded thirty-six years ago by Messrs. Holland and Edgar, who, in 1888, were succeeded by the present proprietors, Messrs. George H. Munn and T. H. Shivers, both of whom brought to the enterprise a long practical experience, and a thorough acquaintance with every department of their calling. The firm occupy spacious premises, in every way admirably adapted for the business, and these are completely furnished with types of the newest designs, material, etc., besides five of the most recently improved presses. Constant employment is afforded to about a dozen hands, and the firm are prepared to execute all kinds of composition and press work, but make a specialty of fine jobbing and color work, having every facility for execution of orders of the most artistic and intricate character. Bill heads, letter heads, note heads, cards, blank books, envelopes, circulars, pamphlets, labels, tags, etc., are printed at short notice and at the lowest prices ruling in the trade, satisfaction in every instance being guaranteed. The members of the firm are young, energetic and practical, and have quickly gained a foremost position in and the confidence of the trade. They have a fine, growing business connection throughout the city and vicinity, and work confided to their charge may be relied upon to be in every case turned out in the best manner and upon the most reasonable terms. Mr. Munn is a native of Maryland, and a prominent member of the Independent Order of Odd Fellows, and of the Tonti Society. Mr. Shivers was born in New Jersey, and is now a resident of Camden.

HENRY C. SHEAFER, Florist, No. 109 South Seventh Street.—The business Mr. Henry C. Sheaffer now controls was originally founded many years ago by Mr. R. H. Sherwood, from whom it was purchased in 1883 by Messrs. C. H. Gregg and Henry C. Sheaffer, who conducted it under the firm style of C. H. Gregg & Co., until 1884, when Mr. Gregg retired and Mr. Sheaffer assumed sole control of the enterprise, and has built up one of the largest and finest trades in the city in his line. He occupies spacious green-houses, the latter being heated by hot water. He annually handles an immense quantity of the choicest growths of cut flowers. His facilities are unexcelled, and he has the reputation of having the best arrangements for promptly supplying flowers in the most ornamental of devices, and in any

quantity, for balls, parties, receptions, weddings, funerals, etc. Mr. Sheaffer has manifested unusual enterprise in his profession. To promptly fill orders, he gives employment to a skilled staff of several assistants, and has among his permanent patrons the leading families in the city and populous suburbs. He is thoroughly honorable and reliable in all transactions, and has returned the patronage of the community.

EDWARD ANSCHUTZ, Proprietor of the Sportsmen's Warehouse, No. 206 South Third Street.—This gentleman was born in Germany, but has resided in Philadelphia since 1846, and is the oldest member of the Philadelphia Rifle Club. He is a practical gunsmith and taxidermist of long experience. The business now controlled by him was originally founded in 1849 by Mr. J. Wurflein, for whom Mr. Anschutz worked from the time he founded the enterprise until he retired from it in 1863. Then it was that Mr. Anschutz succeeded him as proprietor and by degrees he has developed the trade until his house is one of the leading establishments of its kind in the city, and is known and patronized far and near. His premises are very extensive, admirably fitted up and arranged and heavily stocked with sportsmen's goods of every description, embracing (hunting knives to clasp and in sheaths, camping knives, forks and spoons, pocket knives,) guns, rifles, revolvers and pistols of all makes, ammunition of every description, canvas suits, leggings, hunting boots and shoes, dog collars, chains, combs, whips, brushes, couples, muzzles, leads, boots for sore feet, leashes for hounds, whistles, troughs, etc., the largest and finest assortment of fishing tackle and anglers' requisites in the city. (Spratt's famous patent dog cakes, soap and medicines, etc.) Mr. Anschutz attends promptly to the satisfactory repairing of all kinds of guns and pistols, and to taxidermy in all its branches. Besides, animals, fish and reptiles are mounted and all kinds of skins tanned; horns and antlers are mounted on panels and a large variety of mounted birds, animals, antlers' and taxidermists' supplies are for sale.

LAIB & CO., Fine Wines and Liquors, Northwest Corner Second and Vine Streets.—It is a pleasure to direct attention in this review of Philadelphia's principal business establishments to the popular and responsible house of Laib & Co., importers and wholesale dealers in fine wines and liquors. They handle nothing but A1 stock, making a leading specialty of family and club trade, and customers can rely upon finding a strictly first-class article in every instance here—quality and quantity being guaranteed as represented. This well and favorably known firm was established some three years since and from the start has enjoyed a large, active patronage, receiving a very substantial city and suburban family trade. They occupy the whole of a 25x100 four-story and basement building, well ordered in every respect, while an efficient corps of salesmen, clerks and call men are employed. A heavy and very superior stock is constantly carried including choicest French wines and brandies; Spanish and German wines, Holland gin, Irish and Scotch whiskies, Jamaica rum, etc.; also fine California wines, native whiskies, biters, cordials, case goods and pure liquors of every description; and all orders by telephone, mail or messenger receive immediate attention in this admirably conducted establishment.

ROBERT KELSO, Manufacturer of the Keystone Woven Wire Mattress and Ornamental Iron Bedsteads, No. 245 South Second Street.—Mr. Robert Kelso is a Philadelphian by birth, and prior to establishing his present enterprise in 1879 was for twenty years engaged in the manufacture of wire and iron goods of all kinds. He now devotes his attention entirely to the making of the Keystone woven wire mattress and ornamental iron bedsteads for hospitals, asylum and family use. His factory is a three-story building, 20x100 feet in dimensions, and the premises are equipped with every necessary mechanical device and facility for the successful prosecution of the business, and for turning out the best class of work. Many competent and skilled workmen are employed in filling orders for the trade and for hospitals, asylums, etc. A brisk retail trade is also done. A heavy stock is kept on hand at all times, and every facility is possessed for promptly meeting all orders on the most satisfactory and advantageous terms.

FRANK R. STEVENSON, Real Estate Agent and Broker, No. 257 South Ninth Street.—Prominent among the real estate brokers of this city is Mr. Frank R. Stevenson. Mr. Stevenson established himself in this line of business in 1869 on Thirteenth and Walnut Streets, where he remained until January, 1880, and then removed to No. 227 South Ninth street, whence he transferred his headquarters to his present location, where he has a very handsomely appointed office. He thus brings to bear on his enterprise a wide range of practical experience, and a most intimate knowledge of the various sections of the city. He buys, sells, exchanges, leases and lets every description of property in town and country. At all times he has upon his books full descriptions of the best available bargains in store, house and suburban property for sale, also vacant land, singly or in plots. He gives particular attention to the procuring of loans at the lowest rates upon bonds and mortgages, while he makes letting and collecting a specialty, and has excellent facilities for receiving good and responsible tenants for stores and dwelling houses. Mr. Stevenson also cares for numerous properties on behalf of the owners, either resident or non-resident, giving them the benefit of his skill, care and experience at a nominal charge. He was born in this city, and has resided here all his life. Special care and attention is given to the examination of title papers, and to the preparation and drawing of deeds, mortgages, and all other papers appertaining to real estate.

TURNER & CO., Auctioneers, Nos. 424 Market and 419 Merchant Streets.—There is no profession that is of more importance than that of the auctioneer, so well represented in this city by the firm of Messrs. Turner & Co. The requisites for success in this calling embody a copious flow of language, good address, a thorough, practical acquaintance with the staple classes of goods to be sold and their value, and a perfect knowledge of men and business affairs generally. These requisites are unusually well combined in the personnel of the above firm, which is composed of Messrs. J. W. Turner and Richard Hazard. These gentlemen established their business here in 1831, and have developed a large and influential patronage. They dispose of immense quantities of goods at auction, on commission, for mills and manufacturers in the eastern states and throughout New Jersey and Pennsylvania, handling dry goods, notions, fancy goods, and boots and shoes with equal success and satisfaction. Sales are regularly held on Wednesdays and Fridays of each week, with special sales on Monday, and are attended by discerning and discriminating buyers, who gladly avail themselves of the bargains here offered. Goods are constantly arriving from the most reputable sources, and are handled with profit to the shipper and satisfaction to the buyer in all cases. Mr. Turner is a native of Virginia, and a resident of this city since 1865, while Mr. Hazard is a Philadelphian by birth and training.

F. E. OKIE, Manufacturer of Fine Printing Inks, Agency of Lorilleux & Cie., Paris; J. F. Simpson, Manager; No. 232 Carter Street.—Mr. Okie, who is a civil engineer by trade, embarked in the printing ink business in 1831, and started as an importer of fine inks and bronze powders. In 1836 he began the manufacture of inks, and has since developed a very substantial and influential trade connection. The works, which are under the management of himself, and a practical ink maker of long experience, are equipped with four mills, which are operated by steam power, and which have a capacity for producing a thousand pounds of news ink daily. All the workmen in the establishment are skilled and experienced in the business, and under no circumstances are goods of an inferior quality allowed to leave the works. Special attention is given by the management to procuring the very best raw materials to be found in the markets of the world, so that customers can always depend upon receiving what they order at the very lowest prices. Notably the illustrated book inks manufactured by this house are unequalled for brilliancy and color, and the inks usually difficult to obtain and made specialties of by this house are: fine shades dark blue, good working reds, satisfactory blue blacks, brilliant color lakes, and clean-working ultra-blues. Both in respect of quality and price these inks are commended to the notice of printers, and a large and growing trade is done in them over a wide section.

J. ROBERTS, Carriage Builder, No. 326 North Fifth Street.—The construction of fine carriages, light business wagons and sleighs, combining beauty of design, excellence of finish and durability is characteristic of Mr. Jonathan Roberts. The premises, a two-story structure, having an area of 20x60 feet, are very complete in their appointments and arrangements and replete with all the appliances for rendering the work turned out of an enduring character. The business includes carriage and wagon and sleigh building, general blacksmithing and embraces all the details connected therewith, all of the departments being carefully supervised with special reference to a continuance of the reputation. Mr. Roberts has secured a force of from five to ten experienced workmen who are kept constantly employed. Repairing and jobbing is a specialty which receives particular attention, and from the superior character of the work produced in all branches a large patronage has been attracted to the establishment. Mr. Roberts builds to order carriages, buggies, phaetons, etc., and sleighs, and cutters, and express, and grocers, and other kinds of light wagons, and can offer inducements and give the best satisfaction to purchasers. He has had an experience of over 30 years and has been in the very desirable location now occupied since 1836. For a long time he was a member of the firm of Roberts & Colehauer, but since 1864 he has continued on his own account. He was born in Chester County, this state, and for a period of 32 years has lived in this city, and is respected for his business ability.

B. O. LEAR, Fruit and Produce Commission Merchant, No. 11 Vine Street.—One of the oldest among the best known popular fruit and produce commission merchants at the foot of Vine Street, is without doubt Mr. B. O. Lear, who has been established the past fourteen years, and always located in this immediate vicinity. He has built up a large flourishing business of a permanent character, and is constantly receiving direct from producers and shippers in New Jersey and Pennsylvania the finest fruits and vegetables and country produce generally of all kinds when in season, and can always name the very lowest prices to dealers and large buyers. He also handles foreign fruits and also Florida oranges, and as a business man will be found upright, straightforward and reliable. Consignments are solicited, which are disposed of without delay. Mr. Lear's long experience in the trade and his wide acquaintance enabling him to effect sales and give the best satisfaction. He makes returns promptly, and the interests of those favoring him with shipments are carefully preserved. A native of the state of Maine, Mr. Lear located in this city in 1865. He is an ex-soldier, and served faithfully and well in Co. D, of the nineteenth Maine volunteers, and was wounded at Gettysburg. He is a popular member of Post 7, G. A. R., and is well and favorably known as a business man and citizen and is highly respected by all who know him.

H. ARLY A. WEBB, Art Photographer, Nos. 112 and 114 North Ninth Street.—This house was founded originally under the firm style of Webb & Reller, in 1833, at its present location, and has always commanded a liberal patronage, owing to the unsurpassed character and quality of its art products. In 1837 Mr. Reller retired from the business, which Mr. Webb has since conducted successfully alone. His premises consist of elegantly appointed reception, dressing and retiring rooms, and of a thoroughly equipped operating and printing rooms. Mr. Webb began his enterprise here with a thorough knowledge of his business, and by giving it his careful attention, trying everything that was offered as new or good, he was enabled to get the best in chemicals and accessories. Photography in all its departments is carried on. Carte de visite, cabinet and life size portraits are taken, street views, buildings, machinery, ships, furniture, landscapes, etc., are photographed to order, and all work is executed in a most artistic manner and guaranteed to give the most complete satisfaction. Copying and enlarging of photographs in oil, water colors, crayon, pastel, india ink, etc., are executed with dispatch and precision, and the work done in this line will compare favorably with that of any other house in the world, as Mr. Webb employs only the best artists. He has five assistants. He is a native of the city, and very highly esteemed in the community for his business ability.

C. ROBERT BUSCHNER, Plumbing and Gas Fitting, No. 237 South Fifth Street.—Among those who have made a reputation for reliability and skill as plumbers, gas and steam fitters, may be mentioned Mr. C. Robert Buschner. For many years he has been identified with the business and is thoroughly familiar with it in all its details and occupies a store and workshop 20x100 feet in area, which besides a general line of pipes and fittings and supplies and materials contains every facility for executing the best class of work and filling contracts and orders. From five to twenty-five workmen are employed according to season. Sanitary plumbing is a special feature, particular attention being given to making sewer connections and regulating drainage and ventilation. Dwellings and buildings are also fitted up with pipe and water, gas and steam introduced. Repairing and jobbing is also attended to. Mr. Buschner is a Philadelphian by birth and a thorough exponent and master of his trade. He has been established the past ten years, five of which he has been in his present location. He furnishes estimates and plans and superintends all work intrusted to his care and execution. Mr. Buschner is a member of the Master Plumbers' Association and is conceded by architects, builders and owners of property, one of the best plumbers, gas and steam fitters in this city. Mr. Buschner's telephone call is 1101.

WILLIAM E. HARPER, Chronometer and Watch Maker, No. 10 South Fourth Street.—This gentleman is one of the oldest jewelers and watch and clock makers in the state of Pennsylvania. He was born in Maryland and since 1851 has resided in Philadelphia, where he has been established in business for over half a century. For more than twenty years he had his store on Chestnut Street, and in 1858 removed to his present quarters on South Fourth Street. Here he has an elegantly appointed, tastefully arranged and attractive store, well lighted, and admirably adapted to display the superb stock of goods carried. The counters are covered with handsome show cases glittering with a splendid line of watches, chains and jewelry of all kinds. Cabinets cover the walls and these are well filled with chronometers of elegant patterns, finished in the most artistic manner, clocks, opera glasses and optical goods of all kinds. Here is to be found one of the finest displays of chronometers and clocks in the city. Clocks are shown in every variety of style, size and form, and a speciality is made of repairing high case clocks. Mr. Harper superintended the building of the state house clock, and to-day has the management and regulation of it. He has it so regulated that it only loses two seconds a month, and it is one which the citizens may set their watches and clocks by and swear by. Mr. Harper makes a speciality of repairing watches and clocks, and also of winding, setting and regulating clocks by the year.

S. KINGSTON McCAY, Conveyancer and Examiner of Titles, No. 426 Walnut Street.—The place so successfully filled by Mr. McCay, conveyancer and examiner of titles, has not been created by any act of the state nor has his authority been enforced by official position; he is the development of a mercantile want, and his influence depends upon his fitness, his experience, his impartiality and his moral character; neither an accountant nor a lawyer, but resorted to by those most largely engaged in real estate transactions. Mr. McCay established himself in business here in 1853 and his long and varied experience, thorough proficiency, and perfect understanding of all matters belonging to the profession, are such as to give to his evidence in courts of law the value of an expert. His investigations and determinations are readily acquiesced in by all parties in interest, and are rendered in a manner to increase his reputation and to commend him to the confidence of all who need the aid and counsel of a reliable expert in real estate matters. Mr. McCay is a native Philadelphian, in the active prime of life, a director in numerous real estate title and trust companies, and honored and esteemed by his fellow men in all the various relations of life.

C. B. KRETSCHMAN, Book and Job Printer, No. 914 Sansom Street.—The business of the printer is one of ever growing importance, and is well represented in this city by Mr. C. B. Kretschman, who occupies the ground floor of the building, No. 914 Sansom Street, which is 29x40 feet in size and

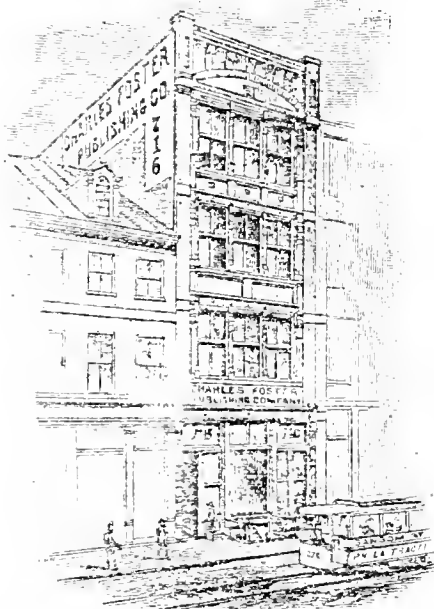
perfect in its arrangement, and provided with a number of new and improved power presses and all kinds of type and the necessaries for doing a superior class of work. Mr. Kretschman's many years' practical experience has made him a master of every detail of the typographic art, and his establishment for executing all kinds of book, job and commercial printing is one of the most perfect in the city. A force of from ten to twelve skilled compositors and pressmen are kept constantly employed, and contracts and orders are filled punctually with skill, neatness and excellence in a superior manner. Prices are very reasonable with Mr. Kretschman, and his work unexcelled. He is a German by birth, and about 36 years of age. He has been in this country and in Philadelphia since he was a child. He is energetic, prompt and reliable, and as a business man has been successful and well deserves the reputation he has achieved and enjoys. His large patronage has been acquired by the commendable manner he conducts business, and is also due to his own skill, good taste and judgment as a printer.

WELCH & KELLY, Manufacturers of Ladies' Misses' and Children's Fine Shoes, Northwest Corner Third and Market Streets.—Special complimentary notice should be given the productions of Welch & Kelly, manufacturers of ladies', misses' and children's fine shoes, which are in extensive and constantly increasing demand in their trade throughout Pennsylvania and surrounding states owing to the uniformly high standard of excellence at which the same are maintained. The shoes produced by this firm are goods of exceptional merit, only the best material entering into their manufacture, and none but expert workmen are employed, while the proprietors exercise close supervision over all work done in their establishment. They occupy as factory two commodious floors, with ample and complete facilities, and employ from twenty-five to thirty-five hands, manufacturing exclusively ladies', misses' and children's fine hand-sewed goods. An extensive and first-class assortment is always carried in stock, and an efficient representative is kept regularly on the road, all orders being attended to in the most prompt and reliable manner. Messrs. John T. Welch and Charles J. Kelly are residents of this city and are both men of practical skill and experience, as well as energy and enterprise.

JOHAN LEUPOLD & SON, Tailors, No. 619 Arch Street.—This house has been in active existence for the past third of a century. In 1818, Mr. John Leupold, the senior member of the firm, came from Germany, his native country, to this city, and in 1855 he founded the business which has since been prosecuted with such excellent success. In 1857 he moved from Arch Street to his present address, and, in the same year, admitted to partnership his son, Mr. J. Ferdinand Leupold, who was born in this city. Both gentlemen are thoroughly skilled artist tailors, employ none but efficient assistants, and the garments which emanate from their establishment are the perfection of fit, workmanship and stylish appearance. The store occupied has dimensions of 25x100 feet, is very tastefully fitted up, and contains a superior stock of foreign and domestic fabrics, embracing all the latest and most fashionable designs, and the hardest to please can here have their wants satisfactorily met. The prices charged are uniformly reasonable, and orders are always furnished at the time agreed upon. An active first class city and vicinity trade is enjoyed.

JAMES BEALE, Printer, No. 719 Sansom Street.—Among those prominent in the printing business in this city we find Mr. James Beale, who brings a wide range of practical experience to bear upon it and has kept pace with all the advances that have been made and is perfectly equipped with the latest improved presses and appliances, and also type for executing work of all kinds, including book, card, job, mercantile and color printing with neatness and skill in a superior manner at fair reasonable prices. Ample premises on the 2nd floor of the building, No. 719 Sansom Street are occupied, and only the best practical workmen are employed. The work turned out bears the unmistakable stamp of excellence in both design and execution. Mr. Beale is a native of Boston, a thoroughly trained workman and an expert in the art of printing. He has lived in this city many years and established in his present location during the past three years.

THE CHARLES FOSTER PUBLISHING COMPANY, Publishers of the Story of the Bible, Etc., No. 716 Sansom Street.—While reviewing the commercial interests and enterprises of Philadelphia, it is necessary to do justice to those establishments that have done so much to elevate society by the products of the printing press. In this connection special reference should be made to the representative and successful house,—the Charles Foster Publishing Co., whose office is located at No. 716 Sansom Street. This firm was established in 1877 by Mr. Charles Foster, who conducted it until his death in January 1887, when he was succeeded by his son, Mr. W. A. Foster, who now carries on the business under the name of the Charles Foster Publishing Co. Mr. Charles Foster's own writings include The Story of the Bible,



Bible Pictures and What They Teach Us, New Lights on Old Paths, Story of the Gospel, and other works of a similar class. The popularity of these books may be judged when it is stated that over 100,000 copies of them have been sold in a single year, and in all more than a half million copies are in circulation. The Story of the Bible, which was the first and most important work of this author, has reached a sale of over 300,000 copies, and is now established as the standard easy version of the Bible for the young. In addition to the great numbers of this remarkable book that have been sold in the United States, it has been reprinted by two separate firms of publishers in England, to supply the demand existing in that country; also several translations of the book, into foreign tongues, have been made. All the publications of this house are unrivalled for the simplicity of their style, the beauty of their illustrations and artistic finish. They have proved invaluable in the home circle, in the Sunday schools and to children and Bible students throughout the world. Family and miscellaneous Bibles and biblical literature in general is kept in stock, at prices very advantageous to the trade. Mr. W. A. Foster, the proprietor, is a native of Philadelphia, where he is greatly respected by the community for his energy, ability and just methods. Enough has been said in this short sketch to enable our readers to realize the importance of this house, which is always able to offer strong inducements to purchasers of the best class of biblical literature.

J. M. GOLDY & SON, Printing, Blank Books, Etc., No. 304 Branch Street—For fine all-around work in the typographic and kindred branches, or for promptness and reliability in executing all orders, small or large, none engaged in the line indicated in this part of the city have a better reputation, as few enjoy a more liberal share of recognition, than J. M. Goldy & Son, the well-known printers, blank book makers, etc., No. 304 Branch Street. They are certainly among the fore-

most in the business in this vicinity, and enjoy a large and constantly growing patronage, their trade extending all over Philadelphia and environs. This popular and responsible firm was established about ten years ago, and from the start the Messrs. Goldy have been steadily pushing their way to favor and patronage, owing to the general satisfaction rendered to their patrons. They occupy compact offices on first floor of No. 304 Branch Street, with commodious quarters as bindery, composing and press rooms on the second floor, and have in service ample steam power and the latest improved machinery and presses, first-class outfit of type, etc., while half a dozen or more expert hands are employed. General job printing of every description, from a business card or circular to a pamphlet, magazine or newspaper, is done in the highest style of the art at short notice; fine commercial work being a specialty. Blank books are made to order also in any size, design or variety in the most prompt and excellent manner, while the lowest consistent figures are quoted on all classes of work, estimates being cheerfully furnished upon application, and satisfaction guaranteed in every instance. Messrs. James M. and J. Elva Goldy, father and son respectively, are both men of thorough practical skill and experience, and are fully conversant with the business in all its branches.

ALFRED H. WILLIAMS, Conveyancer and Real Estate Broker, No. 522 Walnut Street, and No. 2957 Richmond Street.—The real estate interests of Philadelphia have in recent years attained proportions of great magnitude. Prominent among those who have been long closely identified with these interests is Mr. Alfred H. Williams. This gentleman was born in the city, and his long engagement in real estate matters has familiarized him with the present and prospective values of realty in all parts of the city and vicinity. He is a member of the Real Estate Exchange, and has an office at No. 522 Walnut Street and No. 2957 Richmond Street, 25th ward. Mr. Williams has been in business on his own account for the past dozen years, and now numbers among his patrons the principal property owners and capitalists in the city. He gives special attention to conveyancing, the examination of titles, the drawing up of deeds, the negotiation of loans on bonds and mortgage and the investment of funds. He buys, sells, exchanges, leases and lets all kinds of real estate, and also collects rents, interest, claims, etc. Estates are carefully and economically managed on behalf of resident and absentee owners, responsible tenants being secured, rents punctually collected, and settlements promptly and satisfactorily made. Mr. Williams handles both city and suburban properties, and has always on his books many advantageous lands and buildings for sale. He is a notary public, is thoroughly posted on the law of real estate, and can be thoroughly relied upon to give sound and reliable advice to persons seeking profitable investments in real estate.

O. S. BUNNELL, Importer and Dealer in Scrap Pictures and Fancy Cards, Manufacturer of Barkine Ware and Art Novelties, No. 533 Chestnut Street.—Mr. Bunnell is a representative Philadelphian, a self-made man, possessing plenty of grit and a large fund of that determination which wins success. He started life as a canvasser, and by hard work and frugality secured a small capital to start business for himself a dozen years ago, at No. 729 Chestnut Street. Here he remained until 1889, when he removed to No. 533, where he occupies the second floor of the building. This floor has an area of 25x125 feet in dimensions, and is utilized both as a salesroom and manufactory. In the manufacturing department Mr. Bunnell converts, by a process which he has patented, old newspapers into pulp, out of which he makes all kinds of fancy novelties, toys, etc., to represent the bark and limbs of a tree; also papier mache work baskets, money banks, flower pots and other useful and ornamental articles, all of which are made to imitate wood. Of these goods a fine display is made in the salesroom. This is the only business of its kind in existence, and as Mr. Bunnell finds a ready market for all his products his trade is continually increasing and expanding. He also carries in stock an immense variety of scrap pictures and fancy cards, which have been carefully selected for a first-class, critical trade. From ten to fifteen hands are employed, and the business, which is of a wholesale character, now extends to all parts of the country.

JAMES I. GRIEB, Tailor, No. 721 Sansom Street.—This house has long been recognized as a leading one in the merchant tailoring trade, and as a popular source of supply for well made and perfectly fitting garments. The business was originally started in 1863 under the style of Tritch & Grieb, and this partnership was dissolved in 1877, since which date the enterprise has been under the sole management of Mr. Grieb, who has built up a most substantial and lucrative trade throughout the city and suburbs. The business has been located at its present stand for about a year or more, and here spacious and elegant quarters are occupied for manufacturing and sale purposes. The sales-room 25x75 feet in dimensions, is handsomely appointed, and here is exhibited one of the finest stocks of cloths and trimmings to be found in the city. It is complete in material, design and novelty, and the very best sources of American and European production have contributed to its wealth. Mr. Grieb, who is an expert cutter and practical tailor of long experience, devotes his entire time and talents to fine custom work, and the garments made by him to measure are recognized as simply perfection in style, fit and artistic workmanship. To seek his services once is to be his patron always. He is a native of the city, a gentleman of wide popularity and thorough reliability.

ISAAC OAKFORD & SON, Hatters, No. 28 South Eighth Street.—Among the many engaged in the hat and cap business in Philadelphia there is no name more familiar to the citizens than that of Isaac Oakford, who since 1841, up to the time of his decease in 1872, was widely known as the leading representative of this special branch of business and was an authority upon the styles and fashions and the first to introduce them. In 1869 he was joined by his son, Chas. E. Oakford, and since that date the business has been continued under the name and style of Isaac Oakford & Son. The premises occupied have been utilized for the purposes of the business over thirty years and are neatly fitted up. The patronage is large, first-class and influential. Everything that is new, fashionable, seasonable and desirable in silk and stiff and soft hats and caps and straw goods is displayed in great profusion and also the latest styles for boys' and children's wear. Mr. Chas. E. Oakford, who was brought up to the business, fully maintains the high reputation the house has always enjoyed and during the twenty-nine years it has been under his control he has very materially increased the patronage. He is a native Philadelphian and one of the most popular hatters in the city.

McKEE BROS., Carpenters and Builders, Rear No. 19 South Thirteenth Street.—The firm of McKee Bros., are successors to one of the oldest houses in this city. Its foundation dates back over half a century when it was established by Mr. Robert McKee, father of the members of the present firm, who conducted it successfully and brought all the boys up in the business with him. For many years he was located at No. 1208 Market Street and in 1866 removed to the commodious premises now occupied. Mr. Robert McKee, Jr., soon after succeeded to the business and in 1877 was joined by his brothers James and Samuel McKee. The workshop is equipped in the most complete manner with all the necessary tools and special appliances and from twenty to twenty-five expert practical journeymen are regularly employed. The operations of the firm embrace all branches of the trade of the carpenter and builder and also making alterations and setting bricks and fitting up stores, offices and banks and repairing and jobbing. Plans and estimates are furnished for buildings and dwellings of all kinds and the close personal attention of the firm is given to the work. All the members of the firm were born in this city and are prominent and able exponents of the business they represent. Mr. Robert McKee is a popular member of the Masonic Order and the Odd Fellows, and Mr. James McKee is a Knight of Pythias and a member of the Improved Order of Red Men, and Mr. Samuel McKee is also a member of the Red Men and Odd Fellows.

W. H. THOMPSON, Cotton and Woolen Yarns, No. 226 Chestnut Street.—This establishment was founded in 1881, and in the management of the business Mr. Thompson brings a wide range of practical experience to bear, having been identified with the trade for more than twenty-one

years. For fifteen years he was connected with the house of William De Olney & Co. Mr. Thompson is the selling agent for the Bibb Manufacturing Company, Macon, Ga., and sells the entire production of several other of the leading mills of the country. He carries a large stock of all staple cotton and woolen yarns, and enjoys an extensive and influential connection among large buyers, and, procuring his goods at first hands and in large quantities, is in a position to offer especially advantageous terms to customers. His premises contain every facility for the most effective conduct of the business in hand, and the largest orders are filled promptly and accurately in every instance. Handling only first-class goods, Mr. Thompson is prepared to sell them strictly upon their merits, and it may here be said that the honorable dealings and the liberal methods characteristic of the house render it an especially desirable one with which to form commercial relations.

JAMES S. BARRER, Manufacturers' Agent and Dealer in Book Binders', Cloth, Tar and Semi-Tar, Wood Pulp, Straw, Boards, Etc., No. 12 North Fifth Street.—This gentleman is a manufacturers' agent and extensive dealer in book binders', cloth, tar and semi-tar, wood pulp, straw, trunk, friction, press, album, box and bonnet boards and wrapping, sheathing and building papers. The business was originally established in 1866 by Messrs. J. and J. S. Bather, the present proprietor succeeding to the sole control on the retirement of his father in 1885. The premises occupied for trade purposes are spacious in size, and finely fitted up for the convenient handling and storage of the immense stock that is constantly carried. The intimate and influential connections possessed by the proprietor with manufacturers of the highest repute, enable him to offer his patrons every advantage known to the trade, and to secure his supplies in large quantities and at such favorable rates as places him in a most advantageous position in the business. The several lines of goods represented in stock are absolutely unsurpassed for finish, strength, durability and general excellence by those of any house in the country, coming as they do from the best equipped manufactories in the world, and are recognized as the perfection of ingenuity and skill.

DALTON & GRAY, Fruit and Produce, No. 339 North Water Street.—The popular house of Messrs. Dalton & Gray, fruit and produce dealers, has every facility for the speedy and safe handling of all goods in their line, employing a full supply of competent help to assist them, and who are kept busy continually shipping and receiving goods. The trade comes from all portions of Pennsylvania, New Jersey, Delaware, Maryland, and all along the southern Atlantic coast of the United States. Messrs. Dalton & Gray, by their close attention to business and the wants of their customers, have attained their fullest confidence and are increasing their connection annually. They are active and energetic, always to be found on the alert to attain for their patrons the very best benefits of the market, and purchasers can depend upon receiving truthful representations. The individual members of this promising firm are Messrs. Walter Dalton and W. B. Gray, both native born Philadelphians, young, enterprising and energetic business men.

E. SPRINGER & CO., Dolls, Baskets and Fancy Goods, Import and Commission, Office and Sample Room, No. 25 North Seventh Street; Warehouse, Nos. 21, 23 and 25 Bromley Place.—The business of this establishment was inaugurated two years ago by the present proprietor, Mr. E. Springer, and under his energetic, able direction, the business has been prosecuted with steadily increasing prosperity, the trade continuing to grow in volume from the outset, until now it is of the most substantial character. Mr. Springer carries on a general business as a direct importer of and wholesale dealer in German and French baskets, dolls, toys, tooth brushes, fans, fancy goods and small toy novelties of every description. He has purchasing houses at No. 76 Rue De Passy, Paris, and No. 59 Kaiser Strasse, Nürnberg, and securing his goods direct from the manufacturers in large quantities he is enabled to supply the same to his customers at exceptionally favorable terms. Dealers throughout the United States would do well to examine his claims to their favor, as all business relations entered into with him are sure to result pleasantly and profitably.

M. J. KELLY, Importer of Housekeeping Linens, No. 631 Market Street.—The leading importer of housekeeping linens in this city is Mr. Murtha J. Kelly, who is a gentleman of large experience and thorough training in this branch of commerce, having entered the house, of which he is now proprietor, thirty years ago, and succeeding to the sole control of the business in 1886. He is a direct importer of the best Irish linens from the leading manufacturing sources, and his advantages for supplying the jobbers and wholesale dealers in this line are not equalled by any of his contemporaries in the city. His connections abroad are of the most intimate and influential character, rendering it desirable for large buyers in search of the best qualities of linen goods to inspect his stock before concluding purchases elsewhere. His ample resources, perfected facilities and influential foreign connections combine to give him peculiar advantages in this market, while his high character for business reliability and personal worth is a sufficient assurance that all orders will receive prompt and faithful attention. The rarest inducements are offered to the trade, as regards both excellence of goods and liberality of terms and prices. Mr. Kelly is well known in commercial life for his energy, capacity and integrity.

QUAKER CITY ODORLESS COMPANY, Manufacturers of Poodrette, No. 601 Sansom Street, Hugh McAnany, Proprietor.—We will have to draw attention to the useful service rendered in this city by the Quaker City Odorless Company, who make a special feature of cleaning out cesspools without causing offensive smells. The business of this concern was started seventeen years ago by Messrs. Hugh McAnany and James Brannen, under the style of McAnany & Brannen. These gentlemen dissolved partnership seven years ago, and since then Mr. McAnany has continued the business alone under the title of the Quaker City Odorless Company. His office is located at No. 601 Sansom Street, and he resides at No. 1431 South Eighth Street, and orders left at either place receive immediate and careful attention. The superintendent of the establishment is Mr. William V. McGettigan, who resides on the southeast corner of Tenth and Christian Streets, and orders may also be left with him. Mr. McAnany is adequately provided for carrying out all work promptly and satisfactorily. He has in use the Noble patent pumps, and all necessary tanks and trucks, with a full force of steady, reliable workmen. The work in all instances is effectively done, and the charges are fair and reasonable.

CHAS. RUMPP, Manufacturer of Fancy Leather Goods, Portemonnaies, Pocket Books and Satchels, No. 47 North Sixth Street.—Of the many noteworthy concerns devoted to the manufacture of fancy leather goods and kindred novelties in this city, there is not one that is more widely known than that of Chas. Rumpp. It is one of the oldest and largest establishments of the kind in Philadelphia, being in prosperous existence for upward of thirty-eight years. The goods which embrace everything that can be made from leather (with the exception of trunks and harness), are of a very superior character, being noted for their beauty of design, excellent workmanship and exquisite finish. This flourishing enterprise was established in 1851 by the firm of Rumpp, which dissolved in 1859, the present proprietor assuming sole control, and has since conducted the business alone at the same quarters now occupied with uninterrupted success. The factory and salesrooms occupy the whole of a three-story and basement building 25x100 feet in dimensions, and are well equipped in every respect, while a large staff of expert workmen are employed. The productions include portemonnaies, satchels, sample cases, portfolios, pocketbooks, surgical cases, writing-book covers, music rolls, gun cases, novelties and fancy leather goods in great variety, an extensive and all assortment being constructively kept in stock; and the trade of the concern, which is exclusively wholesale, is at once large and active, extending to all parts of the United States. Mr. Rumpp, was born in Germany, but has resided in this city for over fifty-seven years.

W. L. ROORBACH, Manufacturer of Bottlers' Concentrated Soluble Extracts, also Pure Strong Sugar Coloring, No. 205 North Third Street.—Notable improvement has been made in extracts and coloring preparations

within a recent period, some four Philadelphia manufacturing chemists producing articles of exceptional merits. Among those indicated there is none more widely known than W. L. Roorbach, manufacturer of bottlers' concentrated soluble extracts, fruit solid extracts and also pure, strong sugar coloring, No. 205 North Third Street, and whose productions are in steady and growing demand all over the United States and Canada, owing to the uniformly high standard of excellence at which the same are maintained. Mr. Roorbach, who is a native of this city, is a thoroughly practical chemist, of many years' experience, and has a complete knowledge of the wants of the trade. He started in business in 1879 as a bottler of mineral waters, and continued in that line up to 1885, when he embarked in the present thriving enterprise. The premises occupied are compact and ample, and several competent assistants are employed, while a large, first class stock is constantly carried, including besides bottlers' concentrated soluble extracts and sugar coloring, also fruit flavoring compounds, essential oils and kindred preparations.

L. A. ROCHE & STAHL, Florists, Northeast Corner of Thirteenth and Chestnut Streets.—Among those who have attained distinction as well as merited recognition in their line can be named Messrs. La Roche and Stahl, the well known and popular florists. This business was founded by the present proprietors, M. F. La Roche and B. Stahl in 1876, and from the beginning has been marked by a steady and continuous growth, until the house now ranks among the foremost in its line in the city. The store has an area of 25x40 feet. It is tastefully and attractively fitted up and arranged and is daily replenished with a fresh stock of choice cut flowers, wreaths, plants, etc., while a superior line of hanging baskets and other florists' supplies are always on hand. The firm have well stocked greenhouses and nurseries, covering one and a half acres of land, at Colingdale, near the city, and there and in the store they employ twenty hands. Weddings, parties, balls, funerals, etc., are supplied with appropriate and elegant floral designs, and mottoes, in the most artistic and exquisite workmanship, also wreaths, bouquets, cut flowers, etc.

THOMAS R. EVANS, Manufacturer of Evan's Anatomical and Expanding Boots, No. 632 Arch Street.—Mr. Evans is a native of Great Britain and came to this country thirty-five years ago. He entered the employ of the Reading railroad company, and continued in this capacity for five years, when he resigned to establish himself in his present industry, in which he has met with marked success. He is the inventor, patentee, and sole manufacturer of Evan's anatomical and expanding boots, which are comfortable and perfect fitting, easy to put on and off, and give the ankle joint, the tendons and muscles which raise and lower the foot their natural and unobstructed movement. Mr. Evans has made comfort in shoe leather a special study the past quarter century, and he has solved the problem of the perfect fitting shoe, by which we mean one which is at once comfortable, healthful, handsome and durable, and his boots and shoes are made to accommodate and not to obstruct the natural motion of the body. A large superior stock of the excellent goods above named are carried, and all orders are filled promptly.

L. P. KIMMIG & CO., Packers and Dealers in Leaf Tobacco, No. 155 North Third Street.—This is one of the leading and most responsible concerns of the kind in the city, and its business, which extends all over the United States, is fully commensurate with the name and standing of the firm. The house was established in 1832 by Link & Kimmig, and under this style it was conducted up to 1886, when they were succeeded by L. P. Kimmig & Co., who have since continued the business with eminent success. They occupy as office and warehouse the whole of a 25x80 feet four-story and basement building, employing several assistants on the premises, with three traveling salesmen on the road, while a heavy and carefully assorted stock of domestic leaf is constantly carried on hand, and all orders for the trade are filled in the most prompt and reliable manner. Mr. Kimmig, who is now the sole member, is a gentleman in the prime of life and a native of this city. He is a man of ample experience as well as of push and enterprise, thoroughly honorable in his business relations and has an excellent reputation in the trade.

J. A. LEHMAN, Goldsmith and Diamond Setter, No. 107 South Thirteenth Street.—As there is no line of business in which purchasers are so completely at the mercy of dealers as the jewelry trade we refer our readers desiring these goods to the well known and reliable house of Mr. J. A. Lehman, goldsmith and diamond setter, which has always sustained a most enviable reputation for the superior excellence of its products. Mr. Lehman is a Philadelphian by birth, who having acquired a thoroughly practical knowledge of this industry in all its branches by years of experience founded this establishment on his own account in 1869 and has been at his present address ever since 1876. The premises occupied comprise a commodious store, with a manufacturing department on the second floor, the latter equipped with the finest mechanical appliances, and employment is furnished to a sufficient number to meet the requirements of the trade. A fine assortment of the finest gold and silver watches of American and European manufacture, diamonds, rubies, sapphires, pearls and other gems set in the most beautiful and unique designs, plain and fancy gold rings, necklaces, bracelets, watch chains, charms and lockets, silver wares, etc. These goods are all of the very best quality and offered at the lowest prices, and guaranteed to be as represented. Mr. Lehman is prepared to make all kinds of fine gold jewelry, also emblems, marks, badges, etc., and a specialty is made of diamond jewelry at very low prices. Articles left with him for repairs or alterations or diamonds to be reset do not go out of his care, the work being done in his own establishment. Watches and fine clocks are repaired in the best manner possible and warranted to give satisfaction.

FREDERICK JONES & CO., Paper Rulers, Bookbinders, Etc., No. 58 North Fourth Street.—This business was inaugurated a dozen years ago under the style of Bonneker & Jones, who dissolved partnership in 1888. Mr. Bonneker retiring, Mr. Frederick Jones then entered into partnership with Mr. George H. Gilbert, under the style of Frederick Jones & Co., by whom the business has been conducted on the old lines of promptitude, superior workmanship and liberal and straightforward commercial principles. The premises occupied are spacious and commodious, comprising two floors, each 25x125 feet in dimensions, and these are supplied with ample and complete facilities for executing all orders, both small and large, in the most expeditious and superior manner, including full steam power, the latest improved cutting and binding machinery, ruling and perforating and numbering machines and all the general appurtenances of a first-class book-binding establishment. From twenty to thirty skilled operatives are employed in the various branches of the business, which consists of all kinds of paper ruling, perforating, numbering, tabulating, and the binding of pamphlets, catalogues, magazines and books of every description in the highest style of the art. The patronage of the house comes chiefly from the trade in the city and its vicinity. Estimates are promptly furnished upon application, postal cards or letters receiving the personal and immediate attention of the proprietors in every instance, while the lowest prices consistent with first-class work and honorable dealing at all times prevail. Mr. Jones was born in England and Mr. Gilbert is a native of Philadelphia.

F. C. PFEIFFER, Fancy Goods, Frames, Mouldings, Etc., Nos. 109 and 111 North Ninth Street.—Mr. Pfeiffer is a Philadelphian by birth and having acquired a thoroughly practical knowledge of this business aided by years of experience, he inaugurated this enterprise on his own account originally in 1878. The premises occupied comprise the first floor of a fine three-story brick building, with workshop in the rear, which contains a full and complete line of mouldings in all varieties together with the latest improved machinery for converting them into picture and mirror frames, for which purpose a force of skillful and proficient workmen are employed constantly. The store is neatly furnished and thoroughly stocked with a carefully selected assortment of fine oil and water color paintings, works in pastel, crayon and India ink, fine steel engravings, etchings, chromos, oleographs, lithographs, plain and colored photographs of celebrated places and eminent persons, picture mats, etc. He also carries a choice line of fancy goods such as bric-a-brac, statuettes in bronze, brass, bisque and terra cotta, draperies, curtains and

their fixtures, artists' materials, easels for pictures, etc. He also keeps in stock a fine line of picture and mirror frames in all sizes and is prepared to make the same to order in all sizes and of the very best materials in the best style of workmanship known to the trade, while his prices throughout are extremely reasonable. He also engages to hang pictures, draperies and objects of art in residences and galleries in the most artistic manner and old frames are regilded and re-paired, and made to look like new. In fact all the work executed here is of great merit and excellence.

DYER COOPER, Engineer and Machinist, No. 123 Leiper Street.—A leading industry of this city is that of the mechanical engineer and machinist and among those who are engaged in it is Mr. Dyer Cooper, engineer and machinist, specialist in repairing and perfecting of steam pumps. Mr. Cooper is a native of Philadelphia, and having had a thoroughly practical experience extending over a period of ten years, he inaugurated this enterprise on his own account in 1879, and from the date of its inception he has been the recipient of a very liberal patronage. He occupies commodious premises, admirably adapted for the business, fully equipped with all modern facilities as regard machinery, tools and the latest invented labor saving appliances, including steam for motive power, and employment is furnished to a number of workmen, sufficient to meet all the requirements of his business. He is prepared to execute orders for the construction of any kind of pumps. Having devoted much attention to the system of hydraulics and the laws governing it he makes a particular specialty of repairing and perfecting pumps and machinery connected with that science, and has invented some most excellent machines, a steam pump of very recent date which has met with the approval of all who have tested its merits.

ORTH & CO., Manufacturers of Plain and Fancy Pearl Sleeve Buttons, Scarf and Lace Pins, Pearl Novelties, Etc., No. 267 Quarry Street.—The manufacture of pearl goods is represented by none so well in Philadelphia as Messrs. Orth & Co., who occupy admirably equipped premises well provided with special machinery and appliances operated by steam power. Both members of the firm, Mr. S. P. Orth and Mr. P. O. Donoghue, are young men of practical experience in the business and bring to bear upon it a sound knowledge of its every detail and since they have been associated as co-partners success has been their reward, and besides a large local, a good substantial trade has been built up throughout the middle and western states where their goods are highly appreciated and meet with a ready sale. A number of skilled workmen are employed and the goods turned out are superior in every respect and include plain and fancy pearl sleeve buttons, scarf and lace pins and pearl ornaments and novelties of every description in many beautiful unique popular designs. Pearl carving and engraving is executed in the highest style of the art in any style desired. Mr. Orth was born in this city, and Mr. Donoghue, who is a native of Ireland, has lived here many years.

JOSEPH KOONS, Watches, Jewellery, Etc. No. 216 Arch Street.—Among the foremost exponents of the jeweler's art in this quarter of the city may be named Joseph Koons, manufacturing jeweler, and dealer in watches, diamonds, etc. Mr. Koons, who is a comparatively young man and a native of Philadelphia, is a practical and expert jeweler of ample experience, and is a thorough master of his art. He started in business on his own account about ten years ago, and from the first he has steadily won his way to favor and recognition, building up a large active trade throughout the city and environs. Mr. Koons occupies a neat compact store, with ample manufacturing premises, (three 20x30 floors), and employs half a dozen competent assistants all orders for the trade receiving immediate attention. A large and first class assortment is kept on hand always, and comprises fine gold and silver watches of all kinds, superb diamonds, rubies, pearls and kindred gems, exquisite diamond jewelry in quite a variety, novelties in rings, pins, lockets, chains, charms, bracelets, etc., also an all line of society emblems, badges, medals and such like devices, in unique designs and artistic workmanship, while diamond mounting and repairing of every description also are executed in the most prompt and superior manner.

W. H. SAUNDERS, Hatter, No. 123 South Eighth Street.—Among those houses that have been foremost in promoting the standard of elegance in dress in Philadelphia, and well deserving of conspicuous mention is that of Mr. W. H. Saunders. Mr. Saunders was born in this state, and has been a highly respected resident of this city since 1876. Having acquired a thorough knowledge of this business and desiring to engage in active commercial life, he inaugurated the enterprise at the present location in 1883. He occupies a spacious and commodious store in a very fashionable and select neighborhood, which is very neatly and appropriately furnished and supplied with every convenience. The stock carried embraces a full line of hats and caps suitable for all seasons of the year, and includes all the latest leading styles in fine silk and cassimere high hats, opera hats, round and flat crown Derby, and a full line of English Derbies, also soft felt, fur and wool hats. Grand Army and railroad conductor's hats and caps, a full line of straw hats, fur and cloth caps in their season, ear muffs, also imported novelties in season, and a full stock of canes, umbrellas, etc. These goods are all productions of the very best and most celebrated manufacturers in the country. This establishment is a favorite resort for a large class of our most fashionable citizens, who recognize in Mr. Saunders one who is an enterprising dealer, first in the market with new styles and an accomplished buyer who is quick to perceive the drift of public approval in shapes and fashions of silk and Derby hats and other headwear.

W. P. LEAP & CO., Commission Merchants and Wholesale Dealers in Foreign and Domestic Fruit and Produce, No. 395 North Water Street.—The wholesale commission house of Messrs. W. P. Leap & Co., merits special mention. The business of this house was organized in 1863, and from the start it has been conducted with marked diligence and success. The members of this firm are Messrs. W. P. Leap, Thomas Leap and P. Steel, all of whom are young, energetic, progressive business men, thorough representatives of the best elements of the wholesale commission trade. In a community like ours the successful commission merchant is a most useful citizen, since he stands in honorable relation to both producers and consumers, and secures to the one quick and satisfactory prices for his produce and to the other a full and ample food supply at reasonable rates. The firm occupy a store with a frontage of 25 feet and a depth of 150 feet, and in these spacious quarters they have ample accommodations for speedily and economically handling all the eggs, poultry and farm products, as well as foreign and domestic fruits of all kinds consigned to them. Dealers find here at all times a splendid stock to select from and the ruling prices as low as those of any other establishment in the trade, and also that their orders are promptly filled. The house enjoys the confidence of consignors since they are assured for their goods immediate returns. Messrs. W. P. and Thomas Leap are natives of New Jersey, and Mr. Steel was born in Camden. All are residents of Camden.

H. C. BARTLESON, Proprietor of the Central Stencil Works, No. 14 North Seventh Street.—One of the leading concerns engaged in the manufacture of rubber stamps, stamp supplies, presses, stencils, burning brands, steel stamps, etc., is the Central Stencil Works. This flourishing and successful business was started in 1850 by Mr. B. H. Bartleson, who, in 1834, took into partnership his son, Mr. H. C. Bartleson, who became sole proprietor in 1887. The premises occupied for the business consist of a spacious floor, and this is equipped with machinery especially constructed and adapted for the business. Mr. Bartleson manufactures everything desirable in the line of rubber stamps and stamp supplies, such as type, presses, etc., and some of the specialties are unequaled in the markets of the country. He also manufactures stencils, burning brands, steel stamps, seal presses, house numbers, office and pew plates, check protectors, baggage and hotel checks, brushes, inks, etc. A considerable staff of experienced workmen are employed, and the demand for the manufactures of this house is steadily on the increase. The trade extends throughout the city and state. Mr. Bartleson is a native of the city, is an energetic, progressive young business man.

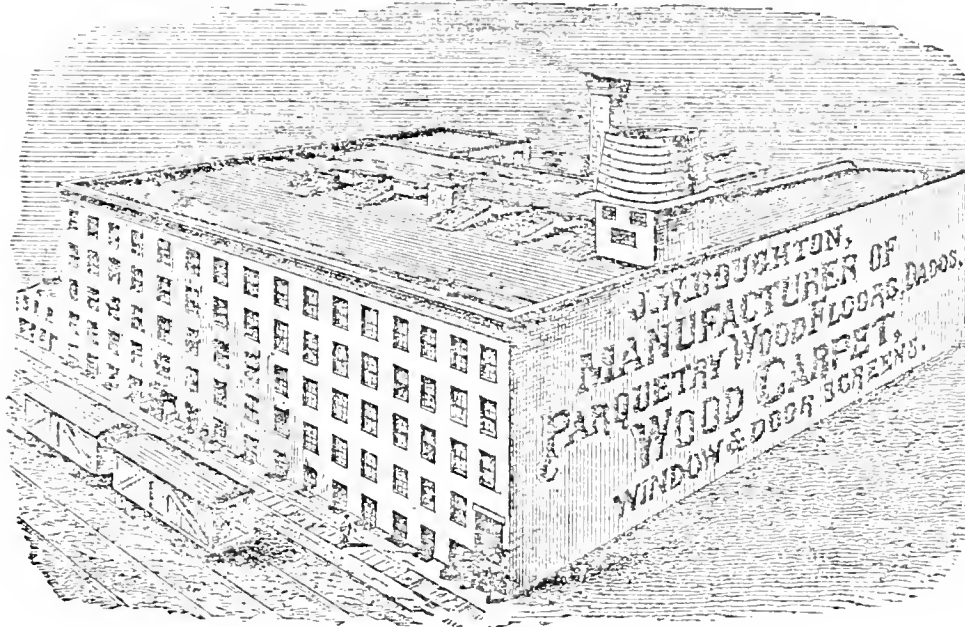
KAMPEN & SCHNEIDER, Merchant Tailors, No. 132 North Second Street.—One of the oldest established and most reliable houses worthy the attention of our readers is that of Messrs. Kampen and Schneider, merchant tailors, which has for a great number of years been known to Philadelphians for its superior class of goods. The members of the firm are Mr. Theodore Kampen and Mr. Augustus Schneider, both natives of Germany, the former taking up his residence in this city in 1841 and the latter in 1847, and after learning the trade together with subsequent years of practical experience in its various branches they formed the present co-partnership and established this house on the opposite side of the street in 1857, which at once met with popular favor and a very large and influential patronage was built up rapidly. A full force of the best and most competent workmen are employed constantly whose operations are conducted under the immediate and personal supervision of the firm. In the store will be found at all times a full and complete assortment of all kinds of foreign and domestic broadcloths, cassimeres, diagonals, meltons, tweeds, suitings, trowserings and vestings in all the most desirable and latest styles in checks, plaids, stripes, mottled, etc., from which the most fastidious cannot fail to make a selection. The long experience of both proprietors and the careful study of the wants of their customers enables them to meet their demands with the most stylish and fashionable seasonable goods, excellent workmanship and perfectly fitting garments in the most satisfactory manner and at reasonable prices.

HILBORN, One Price Hatter, No. 218 Market Street.—"Hilborn, the Square Hatter," has become a household phrase in Philadelphia and the vicinity, and this refers to Mr. David S. Hilborn. We know of no store in the city where the citizens and traveling public generally can procure hats, caps, umbrellas, etc., and in their season, furs, as satisfactory in quality, fashionable in style, and at such low prices as at the prominent and centrally located establishment of Mr. Hilborn. That Mr. Hilborn knows his business goes without saying, for he is an acknowledged leader in his line and has a reputation of excellence second to that of no other merchant in the city. He was for years employed in a fashionable hat store as clerk, and in 1874 embarked in business on his own account in his present store, which has a frontage of 20 feet and a depth of 75 feet. It is elegant and attractive in its fittings and furnishings, and is replete with as fine and carefully selected a stock as is to be found in the city. The latest correct styles in silk and felt hats are always shown here, while the quality is guaranteed and the prices are the lowest obtainable anywhere for new stylish hats. All the foreign as well as the domestic popular fashions are presented in Mr. Hilborn's silk, hard and soft hats of all kinds, while in the line of caps and straw goods there is presented everything that can be desired. An important feature of Mr. Hilborn's business is the manufacture of silk hats to order. Mr. Hilborn is a gentleman of ripe business experience, and a reliable merchant.

JOHAN KLANK, Proprietor of Chemical Steam Scouring and Dyeing Establishment, Office, No. 35 North Sixth Street.—The widely and favorably known chemical steam scouring and dyeing establishment which Mr. John Klank is the proprietor, has held the best class of trade right along from the start, and both as regards the practical skill and vast experience of the proprietor, as well as the facilities he enjoys for the prompt filling of all orders, we know of no similar establishment that is better equipped. The founder of the business was Mr. Charles Alberyll, who started the enterprise in 1873. In 1879 he was succeeded by Mr. Oscar Schmidt, who, in 1883, disposed of the business to Mr. Klank. This gentleman has developed a fine trade which is steadily increasing in volume. He occupies a nicely furnished store, 20x30 feet in dimensions, and in the rear of this is the dye house, provided with every requisite appliance and convenience for conducting operations successfully. Mr. Klank is prepared to receive all classes of goods, men's garments, ladies' dresses, gloves, leathers, delicate fabrics, etc., and to promptly dye, renovate and clean them in the most satisfactory and perfect style of the art. Goods are called for and returned in any part of the city, and all work is guaranteed.

JOHAN W. BOUGHTON, Manufacturer of Parquet Flooring, Wood Carpet, Wainscoting, Etc., Office and Warerooms, No. 127 Chestnut Street. Factory, Nos. 1211-1223 Noble Street.—

The name of Boughton will ever be honorably identified with the invention and introduction of parquetty floors, wainscots, wood carpets, and to-day Mr. John W. Boughton of this city is the leading and largest manufacturer of the same in the world. He has been engaged in the manufacture of these goods for several years longer than any other present proprietor, now or at any previous time so engaged in America. As to experience, abilities and facilities, the public has long recognized that Mr. Boughton has ever been representative and their intelligent appreciation of same is shown by the mammoth trade he has developed. Mr. Boughton in 1871 established himself in Philadelphia, under privileges of the original patents, and has here developed the largest business of the kind in the world. His immense and splendidly equipped fac-



tory is conveniently located at Nos. 1211, -13, -15, -17, -19, -21 and 1223 Noble Street, having direct railroad transportation facilities. Mr. Boughton soon had an extensive mill put up on this site, which he had just enlarged when on May 4, 1887, it was destroyed by fire. Nothing daunted, Mr. Boughton at once rebuilt upon a more extensive scale than ever, giving the new factory the advantage of every possible improvement his lengthy experience suggested, and the opportunity afforded. The vast floors five in number are unbroken by inner walls, and have the best of light and ventilation. A splendid new 125 horse-power engine, with a second boiler, set beside the old one, affording ample driving power not only for the machinery, but also for the great blowers, used in connection with the dyeing, heating and ventilating machinery. There is over an acre of floor space, fully equipped with the latest improved machinery and affording employment to from 200 to 250 hands. Mr. Boughton's parquetty is generally recognized as the most beautiful, healthful and the only indestructible material for floors, wainscoting, walks and ceilings. There is every reason for their introduction into the dwellings of every community in the United States, while they are equally suitable for offices, hotels, stores, hospitals, schools, colleges, halls, ball-rooms, etc. The use of carpets, tightly nailed down and proving reservoirs for filth and dust, which at every sweeping is freshly distributed about the room, is one of the greatest causes of consumption, catarrh and throat troubles. Carpets soon wear out, are expensive and have to be renewed. The wood carpet or parquetty floors on the contrary last for generations, are exquisitely beautiful in the natural grain of the wood combined into thousands of artistic patterns, comprising cleanliness, health and beauty,

and will with proper finish and care, retain with heightened vigor its colors and figures and prove an unperishable, durable and richly ornate flooring; the same remarks apply to Mr. Boughton's parquetty for ceiling and permanent wall treatment. There is no comparison between its beauty and durability and ordinary plastering, papering, linocrusta and such materials. All desirable cabinet woods are used in the manufacture of this parquetty, such as walnut, oak, mahogany, rosewood, maple, sycamore, in a bewildering variety of beautiful patterns, and in combinations that include as high as five different woods. The prices are remarkably reasonable, placing the plainer or all-styles in reach of all who can afford carpetings, while skillful householders can if so desired put down the flooring themselves. These parquetts and wood carpets are in use in thousands of the finest mansions in the land, including those of the Astors, Vanderbilts, Page, J. Gould, Lanier, Phelps, etc., of New York; and Drexel, Morris, Lea, Childs, etc., of this city, and thousands all over the United States, Canada, etc. Architects and builders will find it to their decided advantage to examine these goods, and their various applications, and both they and house owners should send to Mr. Boughton for his beautiful illustrated descriptive pamphlet, which gives twenty-two pages of samples of floors and borders in the natural colors of the wood. Estimates will be promptly furnished and careful attention shown to all communications. Mr. Boughton is a responsible and honorable business man and he has now the success of the age in this important branch of skilled industry in which he is engaged and rapidly extending

DANIEL L. LEEDS, Attorney-at-Law, Conveyancing and Real Estate, Room 16, No. 619 Walnut Street.—Prominent among those occupying a leading position in the real estate business, stands Mr. D. L. Leeds. He has been engaged in business here for a period of twenty-seven years, is a well-known member of the Philadelphia bar, being admitted in 1862, and makes a specialty of real estate and conveyancing, and the laws governing the same. Those contemplating investments for business, residential or speculative purposes, will find it materially to their advantage to call upon him, as superior bargains are constantly offered in building lots on the Pennsylvania, the Media, the Germantown and Chestnut Hill, and the Jeukintown and North Pennsylvania railroads, Mr. Leeds's chief business, being on the Pennsylvania main line, while cottages are built to suit purchasers and sold on easy terms, and a long line of both city and suburban property is offered for sale and to rent which deserves the serious attention of investors and the general public. Deeds, wills, trusts, agreements and other legal instruments are carefully and accurately drawn, and the most reasonable charges made for such services. In fact in every branch of the business Mr. Leeds will be found thoroughly reliable, and gives his careful and faithful attention to the sale, exchange, purchase and letting of property, to the collection of rents, and the negotiation of loans on bond and mortgage, and is strongly recommended to the favor and confidence of intending investors and the public generally. Mr. Leeds is a native of New Jersey, in the prime of life, and honored and esteemed in social and business life, and is constantly expanding his field of operations and adding to his clientele. Consultation with him will be found pleasant and profitable.

OFFICE SPECIALTY MFG. CO., Successors to Pennsylvania File and Index Co., No. 15 South Third Street.—The constant loss and misplacement of letters, memorandums, bills, receipts and other valuable papers by book-keepers, correspondents and commercial men generally is a source of the greatest trouble and sometimes serious inconvenience is the result. A remedy has at last been found for these annoyances in the labor-saving devices for mercantile and public offices manufactured by the Office Specialty Manufacturing Company of Rochester, N. Y., and sold in this city, in their branch office at No. 15 South Third Street. These ingenious articles are complete and perfect in every particular, simple in their construction and for the purposes for which they are constructed they are unequalled in this or any other market. The enterprise was inaugurated in Rochester in 1882, and in 1886 the Philadelphia house was established, with Mr. A. R. White, Sr., chairman and manager. The premises occupied for trade purposes are spacious in size, and a very large and complete stock of the office devices named is here constantly carried. These inventions comprise the Shannon letter and bill files and cabinets, Shannon binding or transfer cases, United States and long document files and cabinets, Schlicht's standard indexes, rapid roller damp-leaf copiers, the Glendale system of cabinets, the Universal loose-sheet cabinet, the Birchhead portfolio cabinet, the Shannon sheet music binder, metal public record book-shelves, the Jewell automatic adjustable shelving, etc.; also, office desks in a great variety of styles and patterns. The advantages of the Shannon system of filing papers over any and all of the loose-sheet system are so great that no one who fully understands them hesitates a moment in deciding in its favor. The one fact of its giving absolute security against the accidental loss of a paper after it is filed is, of itself, of more real value than all the arguments that can be presented in favor of the others. This company has also the very best goods produced in the way of document files and cabinets and metal roller book-shelves. The new improved roller copier, for copying letters and all kinds of business papers, is a marvel of utility and a source of continual satisfaction to those using it. Schlicht's system of indexing continues unapproached and bids far to come into general use in all public offices and business houses where its merits are made known. The increased demand for these goods has been so great that the company have found it necessary to quadruple the capacity of its factories, sales-rooms and offices, and now have far greater facilities than ever for supplying the wants of their host of customers in all parts of the country. The contracts for supplying the United States Treasury and Interior Departments with document files and portfolio drawers have been awarded to this company, as theirs are superior to all others. Orders sent to the Philadelphia house receive immediate attention and inducements are granted to customers which cannot possibly be duplicated by those who sell other and inferior supplies. Mr. White is a native of Massachusetts, a wide-awake and enterprising gentleman who enjoys the fullest confidence of the entire business community.

E. V. WEMMER, Dealer in and Preparer of Turkey Box Wood for Engravers, Nos. 46 and 48 North Seventh Street.—It is really wonderful to contemplate the magnitude to which the art of the engraver has increased during the last quarter of a century. In former years the wood engraver's art was called into requisition on special occasions only, but at the present day its productions are to be found in great profusion in the columns of the daily press. This recent activity in the business has resulted in creating a demand for the various kinds of wood best adapted for the purpose, which has led to the establishment of houses devoted to that line of trade exclusively. A popular and enterprising house engaged in this special line of trade in Philadelphia, and worthy of more than passing mention is that of Mr. E. V. Wemmer, dealer in and preparer of Turkey box wood for engravers, etc., which is located at Nos. 46 and 48 North Seventh Street, and who has always maintained a marked reputation for the excellence of his products and the honorable manner in which he conducts his business. This house was founded originally in 1861 by Mr. N. J. Wemmer, and at once met with popular favor with the trade and a very large and influential trade was acquired in a comparatively brief time. Owing to the deeply lamented and untimely decease of the proprietor in 1883, his son

succeeded to the business and has conducted it ever since with uninterrupted success and greatly increased patronage. Mr. Wemmer is a Philadelphian by birth, and was reared in the business under the care and instruction of his father and is therefore fully competent in all its branches. The premises utilized are of ample dimensions, comprising a floor 25x75 feet in dimensions and have been occupied for this trade since 1881. They are fully equipped with special machinery, appliances and tools requisite, steam power is employed and employment is furnished to a sufficient number of workmen to meet the wants of the trade, in preparing Turkey box wood, maple and mahogany blocks in all sizes ready for engravers' use, also for routing, mottising and blocking electrotype, stereotype and metal plates ready for the printing press. Special attention is given by Mr. Wemmer to engravers' jobbing work, which is done with neatness and skill at the lowest prices. Mr. Wemmer is an affable, courteous and enterprising young man, attentive to the wants of his customers, highly respected and enjoys the fullest confidence of those doing business with him.

J. W. B. FRY, Architect, No. 119 South Fourth Street.—With the vast increase of population, refinement and wealth in the principal centres of the United States, there has arisen a growing demand for the blending of the artistic and beautiful with the utilitarian in modern architecture. The result has been extremely gratifying to the advocates of progress in this important profession. Among those who have acquired a high reputation for thorough skill and artistic conception as an architect in this city is Mr. J. W. B. Fry, who occupies eligible office quarters at No. 119 South Fourth Street. This gentleman was born in Pottstown, Pa., and came to this city in 1856, where he early acquired a thorough practical as well as theoretical knowledge of the science of architecture. For years he was superintendent for Stacy, Reeves & Son, the well-known builders of this city, at the end of which time he entered Mr. Addison Hutton's office where he remained for two years and also spent two years in Geo. T. Pearson's office. He became a member of the firm of Purcell & Fry, succeeding to the sole control of the business in 1887. The steady increase of his commissions and the widening field of his labors has been most gratifying to his many friends and admirers in this city, and elsewhere, and his popularity is based upon a sound and substantial footing. His designs have become deservedly celebrated, and his services are in large and influential demand in planning and supervising the erection of the most advanced classes of public and private buildings, among which are churches and villas, cottages, mansions and business blocks in this and other cities. His work is easily pointed out and widely commended for its substantial elegance and beauty. He attends faithfully to details, his plans are well digested, and his architectural efforts tend greatly to beautify the urban characteristics of Pennsylvania cities. He is at all times fully prepared with all the necessary facilities to design and supervise the erection of any building promptly, skillfully and with that intelligent apprehension of the wants of his patrons which has caused his efforts to be so highly appreciated.

E. H. BAILEY & CO., Custom House Brokers and Forwarders, No. 406 Library Street.—Among the old established firms in the city of Philadelphia, is that of Messrs. E. H. Bailey & Co., custom brokers, forwarders and notaries public. This business was established in 1849, by Mr. E. H. Bailey who conducted it till 1880, when he admitted into partnership Messrs. W. H. Thornley and George McKeown. Messrs. E. H. Bailey & Co., have had a very prosperous career, and have established and maintained a very high reputation in commercial circles. They transact the custom house work for the following influential firms: viz., Powers & Wightman, druggists, Harrison, Frazier & Co., E. C. Knight & Co., Wood, Brown & Co., and numbers of others in Philadelphia and its vicinity. As forwarding agents the firm transact a heavy business, shipping goods not only throughout the entire United States, but also abroad. They are represented in New York by Perry & Ryer, No. 65 Beaver Street, and in Boston, by Stone & Downer, No. 23 State Street. The firm promptly and carefully fills orders, and guarantees entire satisfaction to patrons. Messrs. Bailey, Thornley and McKeown are all natives of Philadelphia, and are active, obliging and intelligent.

H. T. MOSS, Plumber, Steam and Gas Fitter, No. 321 Arch Street.—An old established, reliable and progressive house well worthy of more than passing comment is that of Mr. H. T. Moss, chemical plumber, steam and gas-fitter, who has for many years maintained a most enviable reputation for honest and reliable work. This house has been a plumbing headquarters for over three score years having been founded originally by a Mr. Candy who had been in the business for nearly three quarters of a century, and was succeeded by the present proprietor in 1883, who has had an experience in all branches of the trade for over seventeen years, during which period he has given close study to the science of sanitation and its kindred subjects. The premises occupied are of spacious dimensions comprising a first floor of a fine substantial building, admirably arranged and neatly fitted up with a well equipped shop, and employment is given to a force of from twelve to eighteen skilled and proficient workmen. The store is completely stocked with a full assortment of chandeliers, hall and bracket, drop and border gas fixtures, globes, shades, argand and plain burners, wrought and cast iron, lead and earthen pipes, rubber hose, force and lift pumps, hydrants, automatic closets, traps, bath-tubs, showers, faucets, iron and marble wash stands, steam and water-fittings of every description. Mr. Moss is prepared to perform all kinds of work pertaining to the heating, lighting, ventilating and plumbing of buildings, giving special attention to lead burning, and all work entrusted to his care is done under his immediate and personal supervision. Plans, specifications and estimates are furnished for the complete fitting of public buildings, business houses, livery stable, residences, steamers, etc.

S. FELDSTEIN, Manufacturer of Fine Cigars, No. 110 North Third Street.—An old reliable, enterprising and prosperous house deserving of special recognition is that of Mr. S. Feldstein, manufacturer of fine cigars, which has sustained for many years a most enviable reputation for superior and honest goods. Mr. Feldstein is a practical cigarmaker of over twenty-five years active experience in all its branches and desirous of engaging in business on his own account founded this enterprise originally in 1872. The premises occupied are commodious, comprising a second floor, easy of access and suitably arranged for business and manufacturing purposes. The factory is fully supplied with all the necessary tools and accessories and employment is given to a sufficient number of experienced cigarmakers to meet the requirements of the trade. None but the best varieties of tobacco are used in the manufacture of his goods, and as he devotes his entire attention to all the details of his business and being a practical man he permits no article to leave his establishment that does not come up to the highest standard of excellence and purity. The special brand of his house is the "Old Reliable," an honest cigar, made of the best material in the best style of workmanship and its superiority as a free, fragrant smoker is acknowledged by all connoisseurs who have given it a trial. Mr. Feldstein's constant aim from the start has been to make only such articles as he could conscientiously recommend. His trade at present extends throughout the city and vicinity and many portions of New Jersey and Delaware. In his store will be found at all times a full and complete line of his special brands of foreign and domestic cigars.

GEORGE M. D. BELLOWES, Book Binder, Nos. 116 and 118 North Fourth Street, Entrance on Apple Tree Street.—An old established and prosperous house in this city worthy of special mention is that of Mr. George M. D. Bellows, book-binder, who has maintained for years a most enviable reputation for superior work. This house was founded originally by Mr. P. Griffin in 1856, when he was succeeded by the present proprietor in 1878, under whose management the business has prospered and continues to show an annual increase of trade. Mr. Bellows is a Philadelphian by birth and a thoroughly practical man in all branches of the trade. The premises occupied are the same in which the business was founded and are of ample dimensions, admirably arranged for their special purpose and fully equipped with all the latest improved machinery, appliances and tools known to the business, and a force of from fifteen to twenty is given constant employment. Mr. Bellows is prepared to execute at the shortest possible notice, book binding of all kinds, both

plain and ornamental, his designs being unique and original. The range of work includes the binding of prayer-books, birthday and anniversary souvenirs, as well as the most exquisite novelties in padded, round corner, red under gilt edge and flexible bindings, while a specialty is made of magazines, music, Sunday school libraries, law and medical works, etc., while the prices are reasonable at all times.

STEPHEN A. ASHMAN, Machine Blacksmith, No. 3 Fetter Lane.—For thoroughly first-class work in the general blacksmithing line, or for promptness and reliability in executing contracts and jobbing, there is probably not one in the business in Philadelphia sustaining a higher reputation, than the gentleman whose name heads this sketch. Mr. Ashman is active and energetic, is a New Yorker by birth, but has resided in Philadelphia since 1857. He is a practical and expert machine blacksmith, of thirty-six years' experience, and is a thorough master of his art in all its branches. He started in business for himself in 1876, and has always been located hereabouts, occupying the present commodious quarters about one year. The shop is 20x60 feet in dimensions and completely equipped, and five skilled mechanics are employed. Blacksmithing in all its branches is done in the most expeditious and excellent manner, and every description of steel and iron forging promptly and reliably executed, particular attention being given to the forging of steel dies, punches, plates, etc., while a large assortment of forgings, dies, plates and kindred productions is constantly kept on hand, likewise jobbing also receives immediate attention, and all work turned out in this establishment is warranted first-class. Mr. Ashman is an active member of the Independent Order of Odd Fellows, the Independent Order of Red Men, and the Ancient Order of United Workmen.

WILLIAM McCLANE, Livery and Boarding Stable, Ninth and Sanson Streets.—Among the best livery stables in the city we desire to call attention to that of Mr. Wm. McClane. The premises are very spacious and commodious and consist of a three-story building, having dimensions of 35x185 feet, which is perfectly fitted up, well lighted and thoroughly ventilated, while the drainage and sanitary condition are of the highest order. The building was especially fitted up about two years ago by Mr. McClane, and every modern improvement has been introduced, neither pains or expense being spared to have it as perfect as possible. There are accommodations for seventy head of horses and every convenience is provided for their comfort and welfare. Mr. McClane having in his care many valuable animals belonging to our leading citizens. Besides boarding horses Mr. McClane also furnishes stylish equipages and is doing a very extensive business in the livery line. He caters to the best class of patronage and is perfectly equipped and very desirably located. He is a most excellent judge of the points of horses and has had considerable experience buying and selling the noble animal and executes commissions in this direction, always guaranteeing full satisfaction.

PHILADELPHIA WOOD ENGRAVING COMPANY, A. C. Hoffmeister, Proprietor, No. 1029 Chestnut Street, and No. 1019 Sanson Street.—The Philadelphia Wood Engraving Company, Mr. A. C. Hoffmeister, proprietor, has always maintained an AI reputation for the high character of its work. Mr. Hoffmeister is a native of Philadelphia and although a young man yet, he has had a wide range of practical experience in this art, and possessed of true innate artistic talent combined with superior business qualifications he inaugurated this enterprise on his own account in 1882 which at once met with popular favor. The premises occupied are of ample dimensions, neatly fitted up and arranged and contains a fine assortment of inprints of his really artistic work and constant employment is furnished to a sufficient number of first-class artists to meet the demands of his trade. Mr. Hoffmeister is prepared to execute all kinds of work pertaining to the art of wood-engraving, and fills with unusual skill and beauty all orders for illustrating machinery, portraits, letter heads, wood-engraving, such as mechanical and pictorial work, illuminating, in fact everything in the line of wood engraving.

EDWARD B. LOVE, Successor to H. M. Knight & Co., Manufacturers of Pure Candies, No. 6 North Front Street.—A leading representative of the production of the most delicious and absolutely pure confections known to the trade is the firm of Edward B. Love, of No. 6 North Front Street. The business was established in 1883 by Knight & Harbeck, which was succeeded by the present firm on the retirement of Mr. Harbeck two years ago, and Mr. H. M. Knight admitted his father, Mr. Edwin Knight, into partnership, Mr. Love succeeding this present year. The present premises have been occupied since the foundation of the business which comprise a spacious four-story and basement building, 25x150 feet in size and completely fitted up throughout with the latest improved machinery and appliances, and employment is afforded to from fifteen to twenty-five expert candymakers. They manufacture a general line of fine confectionery which is unrivalled for quality, purity, flavor and general excellence, and the house is renowned for the standard reliability of their productions. They use only the choicest sugar syrups, etc., extra strong and pure flavors and extracts and only perfectly harmless and legally authorized coloring ingredients: the highest grade of fruits, nuts, etc., while they have many special recipes and methods that result in placing their stock in the front rank. Purity is the main essential of these goods which are general favorites wherever introduced with the trade, and consumers, and always command a ready and rapid sale. The trade of the house is large and substantial and extends to every portion of Pennsylvania, Delaware, New Jersey, Maryland, Virginia, West Virginia and Ohio, and is steadily increasing. A heavy stock is constantly carried and all orders are promptly filled at the lowest possible prices. Mr. Love is a native of Philadelphia and a gentleman of enterprise, ability and integrity and the creditable position his confectionery holds in the market is due to his determination to maintain the purity and uniform excellence of his product. Customers and the trade will find it greatly to their interests to make a factor of this trustworthy house and will obtain such marked advantages in goods and prices as would with difficulty be obtained elsewhere.

WILLIAM FABER & SONS, Manufacturers of Sterling Silverware, No. 618 Chestnut Street.—To those who are acquainted with the history of Philadelphia's rise and progress in industry, science, art and trade it will be necessary to say that no house engaged in the manufacture of sterling silverware to-day enjoys a higher reputation for the superior excellence of its wares than the old and reliable establishment of Messrs. William Faber & Sons, makers of wares in sterling silver, whose premises are located at No. 618 Chestnut Street. The business of this concern was founded in 1829 by Mr. William Faber, who subsequently took into partnership his sons under the present style of the house. In 1868 the founder died, and one of his sons, Mr. W. T. Faber, died in 1871. The sole surviving son, Mr. Charles Faber, now a man of middle age, is the sole proprietor. His experience in the trade is co-extensive with his life, and he is an expert in all its branches. His workshop is in the basement of the building, and this is 30x100 feet in dimensions. It is equipped with the latest improved and most perfected machinery, which is operated by steam power, while six skilled and experienced artisans are employed. The firm manufacture flat ware only, and make a specialty of spoons and forks. The wares turned out by this enterprising and admirably conducted establishment have a national reputation for the high standard of excellence they have ever maintained, and as a result, not only is an extensive local business done, but a very large trade is done with all sections of the country. Mr. Faber is a native of this city, and so well known and so popular is he that any personal references to him would be superfluous. Suffice it to say that he is a thorough representative of the silversmith's art, and is a perfect master of his trade.

F. REICHERT, Wholesale Oyster Dealer, No. 3, Pier 17 North Delaware Avenue.—A representative house in its special line of trade is that of Mr. F. Reichert, the well-known wholesale and commission dealer in fresh fish, oysters, clams and other shell fish, watermelons, etc., in season, at No. 3, Pier 17 North Delaware Avenue. This house is one of the most extensive and foremost in its line in the city, and has been in suc-

cessful operation since 1854, when it was founded by Mr. Samuel Bolton, the present proprietor succeeding to the control of the enterprise in 1877. Mr. Reichert is a merchant of established reputation, and has had a long practical acquaintance with the trade with which he is identified. He occupies commodious premises, has excellent dock accommodation, from which vessels are unloaded into his warehouse, and is thoroughly equipped with every convenience and facility for the successful prosecution of his trade. As a commission merchant, Mr. Reichert has a wide and influential connection with fishermen along the coast, and is daily in receipt of the choicest lobsters, fish, oysters, clams, etc., to be found in this market, while quick sales and prompt returns are the invariable rule with this establishment. Consignments are solicited, and liberal advances on consignments when desired. The distributing trade of the house extends not only throughout the city and its vicinity, but all through the middle states, and the orders of dealers are filled with dispatch at the lowest market rates, satisfaction being assured in every instance. Three assistants are employed, and Mr. Reichert gives his close personal attention to every detail of his business, for the successful management of which he is entitled to great credit.

CONRAD BECKER, Die-Sinker, Designer and Engravers, No. 14 South Seventh Street.—An excellent representative of the art of designing, engraving, die sinking, etc., in this city is Mr. Conrad Becker, whose establishment is located at No. 14 South Seventh Street. This gentleman was born in Germany in 1852 and when six months old came to Boston, Mass., with his parents. There he resided for thirty years, and learned his trade, his experience in which covers a period extending over twenty years, spending five years of this time in New York city. In April, 1886, he removed to Philadelphia, and began business at his present address, where, by strict attention, first-class work, reasonable prices and promptness has acquired a patronage which extends throughout the city. The establishment is of ample dimensions, is supplied with the latest improved machinery and facilities, and constant employment is afforded to a number of skilled and experienced workmen. These engravers have been selected with the greatest care, and their work is such as cannot be surpassed in this city. Mr. Becker, himself an expert in the craft, devotes much of his time to the conception and perfecting of intricate and elaborate designs. He is prepared to execute all kinds of engraving on metal, in any designs desired, and furnishes all kinds of designs cheerfully and promptly when requested. Particular attention is given to the making of book-binders' stamps, embossing dies, name plates, etc., and the charges in every instance are fair and equitable. Mr. Becker, during his residence in this city, has always shown genuine talent and artistic insight into the possibilities of fine engraving, and we predict for him a continuance of the great favor shown all work from his establishment.

J. L. KYSER, Merchant Tailor, No. 616 Arch Street.—It may not prove uninteresting to the masculine readers of this work to receive some information pertaining to the matter of attire, "for the apparel oft proclaims the man," which may result in future advantage. A gentleman who has made a distinct success as an artist merchant tailor in this city is Mr. J. L. Kyser, of No. 616 Arch Street, who has been established since 1866, and since that period has achieved a first-class record as a finished exponent of his vocation, while he has won a large, active, and influential patronage. The store occupied is fitted up in a neat, tasteful manner, and it contains an innumerable variety of the best class of foreign and domestic fabrics, and it is an easy and pleasant task to select here the most fitting materials which enter into the manufacture of gentlemen's attire. A staff of operatives, expert in their various departments, are employed, and Mr. Kyser supervises every detail with a solicitude and experience that insures perfection and a product so tasteful as to defy criticism. The custom catered to is the better class of the city and its vicinity, and the house is held in popular esteem by all its patrons. Mr. Kyser, though born in Germany, has resided in this city for the past thirty-six years, and has an extensive circle of friends here. Those who deal with him may depend upon perfect fit, elegant styles and perfect finish, while the prices are always reasonable.

CORSON & CRENSHAW, Insurance Agents and Brokers, No. 119 South Fourth Street.—Eight years of personal experience in the local fire insurance business of Philadelphia enables the house of Corson & Crenshaw, at No. 119 South Fourth Street, to thoroughly understand the needs of the insuring public. This firm have long been prominent as fire, life and marine insurance agents and brokers, giving their personal attention to the wording of policies, the placing of lines of property, and the prompt adjustment and payment of losses. The business was originally established in 1882, by Mr. Robert E. Corson, and in 1884 the firm of Corson & Crenshaw was organized by the admission to partnership of Mr. N. B. Crenshaw, who retired from the business in 1888, since which time Mr. Corson has continued as sole proprietor without change in the firm name. He invites consultation at his office upon the subject of insurance contracts, which are an important feature of his business, and is at all times prepared to effect the insurance to any amount on desirable risks at minimum rates of premium in companies whose policies are incontestable. He controls the insuring of some of the choicest lines of residential and business property in the city and suburbs, guarantees the lowest rates on dwellings and household goods, and the speedy and liberal adjustment of all losses. He is eminently popular with all classes of property-holders by reason of his watchfulness and care over their interests when placed in his hands, and also stands deservedly high in the esteem of leading insurance corporations, who gladly accept of his contracts. Mr. Corson is a native Philadelphian, an inspector of the Philadelphia County Prison, director in the Philadelphia Institution for the Deaf and Dumb, and of other beneficent and public institutions, and possesses the confidence and good will of all who know him.

U. S. PLATE GLASS INSURANCE CO., No. 126 South Fourth Street.—This company was organized in 1867, under the laws of the state of Pennsylvania, with a capital of \$100,000, for insuring plate glass only. It does business in Pennsylvania alone, having its agents in all parts of the state and has met with remarkable success in this new and untried field of insurance. The executive officers, to whom is due much of the credit of the prosperity of the company, are Mr. J. S. Chahoon, president; Mr. J. Rindge, secretary. These gentlemen have labored indefatigably to develop the business of the company, and under their progressive guidance its affairs are in a thoroughly healthy and flourishing condition. The resources of the company are carefully husbanded and splendidly invested, and all losses are promptly adjusted and paid in full. The equitable rates of premium established by this company suit requirements of classes of patrons, and the business is constantly increasing throughout the state, the utmost confidence being reposed in the reliability of the management and the benefits arising from securing a policy therein. The company also deal in plate glass, both imported and domestic, of all sizes, and supply their patrons and the general public in quantities to suit, at the shortest possible notice and at terms and prices which are safe from successful competition. The beneficial effects of such an institution in the upbuilding of the commerce and manufactures of this city and state are readily acknowledged and appreciated, and an investigation of its merits is earnestly recommended to those in need of such protection.

TEXTILE MACHINE CO., (LIMITED.) Manufacturers of Textile Machinery, Etc., Nos. 800 to 806 South Eleventh Street.—The Textile Machine Company was organized four years ago to acquire the property and works of the Leman Feeder Company (limited) and has since very largely developed the manufacture of the above mentioned machines, under the able and enterprising guidance of Mr. George Rensen, chairman; and Mr. J. L. Kendlhart, secretary and treasurer. The factory, situated at Nos. 800 to 806 South Eleventh Street, is 80x275 feet in dimensions and is fully equipped with all necessary machinery and appliances run by steam power, and affording employment to upwards of 40 hands under the practical management of Mr. George Rensen and Mr. W. T. Leech, possessed of many years experience in the manufacture of woolen machinery, and under whose supervision, the Belette condenser and Acme doffer comb is produced of the most perfect precision and highest finish and has rapidly come into use with leading carpet and woolen mills, etc.,

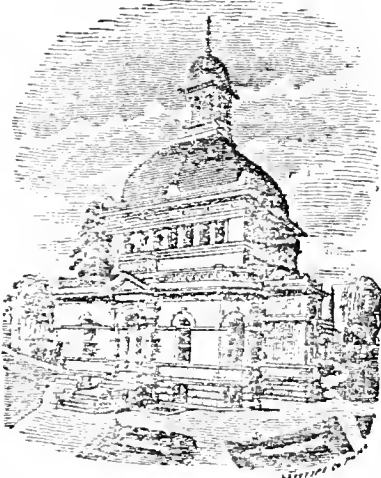
Mr. Belette, the inventor, is a Belgian, and so valuable was the machine seen to be in Europe, that 2,500 were introduced in a brief period. The enterprise of the company has contributed materially to facilitate the economical and perfect manufacture of textile fabrics, and Messrs. Rensen & Kendlhart are to be congratulated upon the large measure of success attending their ably directed efforts.

BELKNAP, JOHNSON & POWELL, Umbrella and Parasol Manufacturers, Nos. 617 and 619 Chestnut Street.—One of the leading representative American firms engaged in the manufacture of the finest grades of umbrellas and parasols, is that of Messrs. Belknap, Johnson & Powell whose offices, salesrooms and factory is located at Nos. 617 and 619 Chestnut Street, and with waterrooms in New York at Nos. 428, 430 and 432 Broadway. The business was established eight years ago under the now existing firm name, and they have developed a permanent and growing trade of great magnitude which extends to all portions of the United States and have one of the largest establishments of the kind in Philadelphia. They occupy two immense floors 80x200 feet in size which is fitted up with all the necessary appliances for the manufacture of these goods, three hundred skilled and expert hands being employed. In their large salesrooms both here and in New York, they carry a most attractive display of gold, silver, carved ivory, agate, coral and other fancy heads. In parasols the array is at once tasteful, unique and elegant in all the new fancy shades and patterns of silks, satins, laces, hand painted and embroidered. The firm sell to the leading houses all over the United States and twenty traveling salesmen represent the house upon the road. The members of the firm are natives of Philadelphia and New York and are popular business men whose liberal and honorable dealing make it a pleasure to transact business with them.

WARRINGTON & SON, Fruit and Produce Dealers, No. 108 Little Dock Street.—This well and favorably known firm was established on April 11, 1875, at the corner of Dock and Spruce Streets, moving to the present location in July, 1883, and its career from the start has been marked by steady progress. The Messrs. Warrington are general commission merchants and wholesale dealers in foreign and domestic fruit and produce, handling southern vegetables and everything in the line of berries, grapes, peaches, etc., in season, and receive consignments regularly from all points in southern New Jersey, Pennsylvania, Delaware, Maryland, etc., keeping on hand always a large stock. They are prepared to fill all orders for anything in their line in the most prompt and trustworthy manner, while they enjoy exceptional facilities for the judicious handling of consignments, for which immediate returns are made in every instance, the house being conducted on strict business principles, and, altogether, the firm have a large, active trade. Messrs. Joseph and Henry Warrington, father and son respectively, are both natives of New Jersey, the former residing in Camden and the later in this city. They are gentlemen of entire reliability in their business relations, and are highly esteemed.

J. M. W. SITLEY, Dealer in Foreign and Domestic Fruits, No. 109 Dock Street.—The fruit supply is year by year attracting more attention among such as properly understand the important bearing it has on the health of the community. It has been the constant care of Mr. Sitley to handle and ship only the best. He has been established in the business here for full thirty years, and no house in the city has a finer name for enterprise and reliability. In the variety and quality of the fruit handled, embracing the choice of foreign and domestic growths, the advantages of this house are exceptional, while its splendid facilities and abundant resources make it a power in the market. A large and permanent trade is enjoyed with leading retailers, hotels and restaurants in this city, and the largest orders are filled promptly and to the entire satisfaction of buyers in all cases. The connections of the proprietor with noted fruit growers in the south, place him in a position to grant every advantage to his customers, as regards both reliability of goods and liberality of terms and prices known to the trade, and to conduct the business under the most favorable auspices. Mr. Sitley is honored and esteemed in the business circles of this city as one of our successful merchants.

GEO. H. BECKER, Real Estate Agent, No. 242 Franklin Street.—No financial interest of Philadelphia is of such paramount importance as that involved in real estate, which has more than held its own with conservative capitalists as the best form of investment security. A representative exponent of the real estate interests of this city is Mr. Geo. H. Becker, whose office is located at No. 242 Franklin Street. This gentleman has been established in the real estate and insurance business here since 1857, and a safe packed with powers of attorney tells the character of his clientage. He makes a specialty of the collection of rents and interest and the management of estates, and so implicitly is he trusted that by these powers of attorney he can collect a fortune each month, disburse it in proper channels and do all except selling which any owner can do with his property.



Some of the largest estates in the city and vicinity are placed entirely in his hands while the owners go to enjoy travel and European life for years at a time. Every ward in the city is represented upon his books, as well as every class of property. As an officer of land and building associations and other societies, Mr. Becker is especially noted and eminently popular. He is secretary of the Phoenix Building Association, the Handel and Hayden Building Association, the Second Phoenix Building Association, the Franz Abt Building Association, the Bi-Centennial Building Association, the Third Phoenix Building Association, the German Rising Sun Building Association, the Bakers' Building Association, the Fourth Phoenix Building Association, and of the following land associations: Broad Street Mutual, Chew and Gorgas, Walnut, Sea Isle City Lot Associations Nos. 1, 2 and 3; also, secretary of the Edison Electric Illuminating Company, of Sea Isle City; secretary of the Gambiel Lot and Building Association of Roanoke, Va., and of the Chelton Hill Cemetery Company, of this city. He served for twenty-one years as secretary of the Beer Brewers' Society. His varied experience, keen appreciation of values present and prospective, and large acquaintance with business men, render his services peculiarly valuable to parties dealing in realties, and to property-owners and intending investors. Mr. Becker was born in Germany, and came to this city thirty years ago. He served in the 7th New York, S. V. Infantry as first sergeant, for three years during the war, is a member of Post 2, G. A. R., and honored and esteemed by his fellow-men in the various relations of life.

M. HOMER & SON, Importers and Dealers in Toys, Fancy Goods and Baskets, Croquet, Base Balls and Bats, Etc., No. 47 South Second Street.—The firm of M. Homer & Son, importers and dealers in toys, fancy goods, etc., at No. 47 South Second Street, is deservedly recognized as an important and influential agent in advancing the mercantile interests of this great and growing metropolis. Its long and successful career presents a record at once honorable and well-merited. The business was inaugurated in 1836 by Mr. M. Homer, the present firm being organized twenty years ago by the admission of

Mr. John Homer to partnership. The building occupied for trade purposes contains five floors and a basement, 25x55 feet in dimensions, and the stock carried is one of the largest and finest of the kind in the city. The firm are direct importers and wholesale and retail dealers in toys and fancy goods of the latest and freshest designs and patterns; also flags, lanterns, stationery, baskets, rocking horses, croquet sets, base balls and bats, making a leading specialty of Christmas tree ornaments. This house enjoys the distinction of introducing to this market many novelties in the above lines which have served to give them a prestige and popularity with the trade and public unequalled by any of their contemporaries. Their facilities for importation are perfect, intimate business relations existing with the great manufacturing houses of Great Britain, Germany and France, and invoices reaching this firm direct. It has required the intelligent efforts and systematic application of fifty years to approach the position now held by Messrs. Homer & Son, and every detail and requirement of the business is thoroughly appreciated and perfectly understood. A very large and influential retail business is transacted, and the wholesale trade extends throughout New Jersey, Delaware and adjoining states. Mr. M. Homer, the honored founder of the house, was born in England and came to this city sixty years ago. He resides at Merchantville, N. J., is treasurer of the Merchantville Building Association, and is known and esteemed in this city as one of our oldest and most successful merchants and reliable, representative business men. Mr. John Homer is a native Philadelphian, of wide popularity and solid worth.

LEWIS H. REDNER, Conveyancer and Real Estate Broker, No. 727 Walnut Street.—No house is more deserving of commendation at our hands in the real estate line than that of Mr. Lewis H. Redner. This gentleman has been established here as a conveyancer and real estate broker for a period of thirty-five years, and is recognized as one of the oldest, as well as leading real estate men in the city. He is naturally thoroughly informed in real estate matters, possesses a perfect knowledge of local and suburban property values and is fully equipped for rendering very distinguished and satisfactory service to such as place their interests in his hands. His books contain descriptions of many valuable dwelling, building and manufacturing sites to sell or rent, and capitalists and purchasers generally will find it eminently profitable to avail themselves of the advantages here offered. Mr. Redner gives special attention to both the purchase and sale of real estate, to the valuation of properties and loans on mortgage, and is prepared to examine titles, collect rents, take acknowledgement of deeds and make conveyances, and will devote his time and talent to all matters that legitimately belong to the real estate business. Communications by telephone No. 873 will receive his immediate personal attention. Mr. Redner is a native Philadelphian, a large owner of real estate in the city and a prominent member of the Real Estate Exchange. He is also secretary of the Church Home for Children, president of the Midnight Mission, a member of the Penn Club, and closely identified with many enterprises and movements looking to the advancement of the welfare and prosperity of the community.

KREGER & CONNOLLY, Manufacturers of Plain and Fancy Paper Boxes, Nos. 145 and 147 North Fourth Street.—This business was established in 1859 by Messrs. Theo. F. Kreeger and Richard E. Connolly, who have had long experience and are thoroughly conversant with every detail of this useful industry and the requirements of patrons. They occupy four spacious floors and basement, each being 60x109 feet in area. The various departments are fully equipped with the latest improved machinery and appliances, known to the trade. Here sixty skilled operatives are employed. The firm manufactures to order or otherwise all descriptions of confectioners', perfumers', jewelers', etc., fancy boxes, which are unrivalled for quality, elegance and excellence. Estimates are promptly given for any style or size, or sliding boxes, either plain or printed in any desired number of colors. All orders are quickly filled at the lowest possible prices, and the trade of the house now extends throughout all sections of Pennsylvania, Delaware, New Jersey, Maryland, etc. Messrs. Kreeger and Connolly are both natives of Philadelphia and are good types of our self-made business men.

THE PACIFIC MUTUAL LIFE INSURANCE COMPANY OF CALIFORNIA.—George O. Shakespeare, General Agent, Nos. 126 and 128 South Fourth Street.—The necessity of making provision for one's family in the event of death, through the medium of life insurance, has become so obvious to all prudent men that the only question to be determined is, which is the best company to insure in? This question is satisfactorily answered by the Pacific Mutual Life Insurance Company of California, whose general agent in Philadelphia is Mr. Geo. O. Shakespeare, of Nos. 126 and 128 South Fourth Street. This company issues life and endowment insurance on the most approved plans. Its new perfected policies are concise, liberal, positive and just, and after the second year they are incontestable. The Pacific Mutual Life have also established an accident department, insuring against accidents causing death or totally disabling injury. Its policies are free from technicalities and as liberal as a due regard for the mutual interests of the company and the insured require. Government statistics show that one in ten of the population is accidentally injured every year, which clearly demonstrates the importance of an accident policy in this old and tried company. Mr. Shakespeare, the agent in this city, is a native of Delaware, and has had large experience in insurance matters. He established this agency here in 1883, having control of the Pacific Mutual's life and accident business throughout six counties in south-eastern Pennsylvania. This branch is in a thoroughly flourishing condition, and Mr. Shakespeare is accomplishing much to further the best interests of the company which he so ably represents.

GEISSINGER & HALES, Architects, Engineers and Building Superintendents, Corner Twelfth and Chestnut Streets.—Prominent among those who have contributed to the architectural attraction of Philadelphia and its vicinity should be mentioned the widely known and reliable firm of Messrs. Geissinger & Hales, architects, engineers and building superintendents. Messrs. Walter H. Geissinger and Edward W. Hales organized the present co-partnership ten years ago. They are widely known as able and talented architects, thoroughly conversant with every detail of this arduous profession and have given many proofs of their skill and ability, in the erection of a large number of handsome edifices. Many of their buildings are greatly admired by experts for their stability, and elegance, while the elaboration of detail and care bestowed upon every department of their work, reflect the utmost credit on this reliable firm. Messrs. Geissinger & Hales are amply provided with facilities for the execution of any undertaking in the line of the constructive art, and carefully supervise all work intrusted to them. Parties about to build will find the firm prompt to estimate and always accurate as to quantities, prices and prospective total cost of any desired size of building and style of architecture selected.

CHARLES McGRATH, Dealer in Cotton and Wool, No. 127 North Front Street.—In the great wool industry of Philadelphia there are many reputable houses engaged, but there is none which can boast of a clearer record, a more honorable course of dealing, or greater success and a more substantial standing, than the establishment conducted by Mr. Charles McGrath. The premises used for trade purposes consist of four spacious floors, admirably adapted for the storage and manipulation of stock, of which a heavy one is always carried. Mr. McGrath carries on general operations as a buyer and shipper of wool, also of cotton, cotton and woolen waste, flecks, shoddy, etc., securing his supplies direct from the most reliable sources of supply, and his connections are of such an advantageous character, that he is always able to supply the trade at the lowest rates to be found quoted in the market. Mr. McGrath conducts his affairs upon the most commendable principles of mercantile integrity, his associations with his patrons have ever been of the most pleasant character, and never in his entire business career has he sued any man for debt,—a boast that but few business men can make.

WALL & IRELAND, Wool, No. 50 North Front Street.—This firm was formed in 1881, and has always been respected for its honest and upright dealings. The co-partners have had mature experience in the wool industry, Mr. Wall having been engaged in the trade for twenty five years and

Mr. Ireland for twenty years. In this branch of commerce everything depends on sound judgment, thorough knowledge of all the varying growths and grades, and perfected facilities for receiving and supplying the wool to the consumers, and in these essentials but few houses have achieved such an enviable reputation as the one under consideration. Messrs. Wall & Ireland carry on general transactions as wool brokers, and manufacturers' agents for the sale of woollen and worsted yarns, buy and sell wool for out of town factories and wool handlers. All dealings are carried on in a straightforward, business like manner, and the firm, in every instance, aim to meet the best interests of their patrons. They are well known and greatly esteemed in mercantile circles, and have won a success that is but the due recompense of merit and industry.

OEHRLÉ BROS. & CO., Manufacturers of Cords, Gimps, Chenilles, Fringes, Etc., Nos. 1002 and 1004 Arch Street.—Messrs. Oehrlé Bros. & Co., manufacturers of cords, gimps, chenilles, fringes and a general line of upholstery and diaphery trimmings, established their business here in 1854, and have introduced into their establishment every convenience and improvement that tends to facilitate rapid and perfect production, and such as experience and thorough knowledge of the business would suggest. The house is thoroughly representative, and with but few equals anywhere for completeness of outfit and modern conveniences. A core of 125 to 150 hands contribute to the satisfactory operations of the house, and the output is one of great variety and value. The spacious salesrooms of the firm are stocked to repletion with a magnificent display of original novelties in shades, textures, patterns and combinations in trimmings, fringes, etc., and which are eminently suited for meeting the best classes of American trade. The goods carried are of home manufacture exclusively, and command their own superior merits to the confidence and patronage of critical and discriminating buyers. The trade is conducted exclusively at wholesale, and is annually increasing in volume and importance. The co-partners are all natives of Philadelphia, and offer unequalled inducements as regards both reliability of goods, and liberality of terms and prices.

HOWARD, BELL & CO., Bankers and Brokers, No. 110 South Third Street.—Among the prominent and popular stock brokers of Philadelphia is the firm of Messrs. Howard, Bell & Co., who occupy eligibly located offices at No. 110 South Third Street. Their offices are connected by private wire with New York, Chicago and Boston, and they are prepared to buy and sell stocks, bonds and all securities dealt in at the Stock Exchanges of the cities named; obtaining continuous reports of the markets, executing all orders with promptness and care, and placing all transactions upon a thoroughly substantial and satisfactory basis. Full quotations are received by ticker, and all sources of information are searched as a guide to the market. Mr. John G. Howard, the senior partner, is a native Philadelphian, a member of its Stock Exchange for twenty-five years and has served as chairman of the committee on building and rules. He has been connected with the brokerage business for the past thirty years. Mr. E. S. Bell, the junior partner, is a well-known member of the Philadelphia Bar, and combines his learning and ability to form a firm of commanding influence, wide popularity and solid worth.

I. C. JEFFRIES, Wholesale Dealer in Fresh and Salt Oysters, Clams, Etc., No. 308 South Delaware Avenue.—This gentleman first established business some twenty years ago, in Pleasantville, N. J., as an oyster planter, continuing there until 1881, when he removed to this city and opened the establishment which he has since conducted with such auspicious success. Mr. Jeffries has not given up the oyster planting business, but has valuable beds in Pleasantville, N. J., from whence he receives large supplies of first-class oysters, and he also holds valuable interests in oyster boats in Virginia. His spacious business premises cover an area of 25x100 feet, and are excellently equipped for the required purposes. Fresh and salt oysters, clams, etc., are handled in large quantities, the trade supplied extending throughout Pennsylvania, New Jersey, New York and Delaware, and all orders, from whatever point received, are given prompt and careful fulfillment, while all goods are shipped without delay.

C. G. STOLPP, Manufacturer of Cutlery, Shears, Scissors, Knives, Etc., No. 219 Arch Street, Below Third Street.—Mr. C. G. Stolpp, manufacturer and wholesale and retail dealer in cutlery, etc., has for many years maintained a most enviable reputation for the superior grades of his productions. This enterprise was founded originally in 1863 and in 1874 the present proprietor assumed control. Mr. Stolpp is a native of Germany, who having come to the United States at an early age took up his residence in this city in 1853. Having acquired a complete knowledge of this business by years of practical experience in all its various branches took hold of this concern and at once met with the most gratifying results. The premises are spacious and commodious, suitably arranged and fully equipped for factory and store purposes. In the rear is a large and well fitted up shop, in which a sufficient force of workmen to supply the demands of the trade are given employment and supplied with all the latest improved machinery, tools and appliances for the production of first class cutlery goods. The store is neatly and compactly arranged and is fully stocked with everything in the line of mechanics' and artisans' edge tools, such as shears, scissors, butchers', carvers', cooks', cloth cutters', shoemakers', cigarmakers', hatters', bookbinder's knives, pocket and table cutlery, barbers' supplies, engravers' and wood carvers', cabinetmakers' tools, in fact, everything in the line of cutlery goods. The trade is both wholesale and retail and extends throughout Pennsylvania, New Jersey, Delaware and other middle, western and southern states. Repairing, grinding and polishing receive careful attention while prices throughout are extremely reasonable.

SCHYMIK & LAUER, Manufacturers of Fine Cigars, No. 50 North Fifth Street.—This establishment was originally founded in 1868 by Mr. H. Petrie, who continued the business with marked success until 1887, when he disposed of it to Mr. Alfred Schymik and Mr. Robert A. Lauer, who have fully maintained the high reputation of the establishment for first class goods at low prices. The store has a capacity of 25x40 feet, and in the rear of this is the manufacturing department, equipped with all necessary mechanical appliances of the most modern character for the production of high class cigars. The salesroom is elegant and attractive in its fittings and appointments, and is stocked with an exceedingly judicious and varied assortment of cigars and tobaccos of the best brands and manufacture, cigarettes, snuff, fancy and plain pipes, cigar cutters and cases, match boxes, and smoker's supplies of every description. The firm are importers of the famous Lotzbeck snuff and handle Gail & Ax's smoking tobacco in large quantities. The firm buy all their goods for cash, and are determined to merit patronage by supplying the best five and ten cent cigars for the least money, giving full value to their customers, and deriving compensation in quick and extensive sales rather than in slow sales with large profits. The trade is both wholesale and retail.

JAMES M. LAMON, Gents' Furnishing Goods, No. 342 North Second Street.—The name of Lamon is one that has for the past seventeen years been prominently identified with the mens' furnishing goods trade in this city. Mr. James M. Lamon established in business in Philadelphia, of which city he is a native, in 1872, and his house has had a continuous and deservedly prosperous career ever since. In 1880 Mr. Lamon, prompted by the exigencies of his rapidly increasing business, removed from his original location on Vine Street to No. 342 North Second Street, where he occupies a commodious and well arranged store, in every feature adapted for the strictly first-class trade for which Mr. Lamon has gained such a distinguished reputation. A prominent specialty of his house is in the line of shirts. These garments, as ordinarily defined and manufactured, bear but a faint resemblance to the chef d'œuvres which are the result of Mr. Lamon's practical skill and unlimited enterprise, and both in regard to fabric, cut, fit and finish, they have not their equal in this city. The same supremacy is maintained by Mr. Lamon in the lines of gloves, hosiery, neckwear, underwear, and other articles that are generally kept in a first-class store of this description. Popular prices prevail, and the goods dealt in, at all times represent the very latest styles in the most fashionable shades and fabrics.

JOHN PARKER, JR., & CO., Ladies' and Children's Fine Shoes No. 20 South Eighth Street.—A house that commands a leading position in its special department of trade and one well and favorably known in this city is that of Mr. John Parker Jr. & Co., fine custom ladies' and children's shoe manufacturers and dealers. Mr. Parker has had a long and valuable experience in this business and has been established since 1859, and located in the premises now occupied during the past ten years. The store is neatly and tastefully fitted up and is complete in all its appointments and well stocked with a choice well selected assortment of the very best class of goods, most of which are of his own manufacture and designed expressly for a first-class fastidious custom. Everything seasonable and desirable in all the new styles is to be found here in profusion and popular prices prevail. In the custom department every attention is given orders and full satisfaction guaranteed in perfection of fit, neatness and elegance in style, superior quality of workmanship and material, and ease and comfort. Mr. Parker is a pains-taking gentleman indefatigable in his effort to please his patrons. He is from Allegheny City, Pa., and has lived in Philadelphia over 30 years.

JULIUS KEPPLER, Manufacturer of Chamber Furniture, No. 121 North Second Street.—A house which has taken a prominent part in elevating the chamber furniture manufacturing industry to the high plane it at present occupies is that of Mr. Julius Keppler. His factory is located at Williamsport, is completely equipped with the latest improved wood-working machinery, and in its appointments is unsurpassed by any other concern in the state. Some sixty skilled workmen are employed, and chamber suits and bedroom furniture of every description, made from all kinds of wood, is turned out in extensive quantities. Only the best materials are used in the construction, and the products are unsurpassed for fineness of finish and strength, appearance and reliability. The salesrooms in this city are comprised in a building of four floors, each 30x200 feet in dimensions. Here a very heavy stock is at all times carried, and the trade, which extends to all parts of the United States, is promptly supplied on the most favorable terms. Mr. Keppler has resided in Philadelphia for the past twenty years, and has become prominently identified with the social and business interests of the city.

P. SILVER, Artist Photographer, No. 57 North Eighth Street.—For nearly forty years this gentleman has been aiding to bring the photographic art to its present state of perfection. He early developed artistic tastes, and in 1849 began to learn the daguerreotype business in New York. This was before photography was known, and ever since that time Mr. Silver has pursued his art in all its multifarious branches. He went with Commodore Rignold to the Arctic seas, and daguerretyped the scenes of the voyage, when but twelve years old, and for eight years thereafter served the government on board ship, traveling half over the world and storing his mind with much useful knowledge. He returned to this country in 1857, and in '61 he opened a gallery in this city. For eighteen years he was located on Eighth Street, and in January, 1883, took possession of his present quarters. Here he occupies three spacious floors, all handsomely furnished and thoroughly modern in all their arrangements and equipments. Photography in all its branches is here executed with true artistic conception and with fine effects.

WEST PHILADELPHIA, ODDORLESS EXCAVATOR, Office, No. 622 Sanson Street.—This excavator is a triumph of modern inventive genius and mechanical skill, and the business has been successfully conducted by Mr. O'Donnell since 1876. He operates four trucks, three tanks and two Nable pumps, and is prepared to clean sinks, vaults, cellars, etc., in the most scientific manner and without offense. He has developed a large and permanent patronage throughout the city, giving steady employment to ten experienced hands, and guaranteeing the prompt and satisfactory fulfillment of all orders at the lowest possible rates. The promptness, efficiency and skill with which all commissions are executed by Mr. O'Donnell serve to commend him unreservedly to the confidence and patronage of the general public. Mr. O'Donnell is a native of Philadelphia and is enterprising and reliable in all his business methods.

WM. GRIEVE & CO., Tea Brokers, Northeast Corner Front and Chestnut Streets.—Mr. Wm. Grieve established himself in business here in 1866, being the pioneer in the tea brokerage trade in this city, and has since conducted the business with signal ability and steadily increasing success under the firm name of Wm. Grieve & Co. He therefore brings to bear the widest range of practical experience and an intimate knowledge of all the needs and requirements of the trade, while his influential connections with the best sources of supply enable him to furnish the Philadelphia market with teas of every grade and growth in quantities to suit, and at terms and prices which are rarely, if ever, duplicated elsewhere. All goods supplied through his house are guaranteed to be strictly pure, fresh and reliable, and all orders of whatever magnitude are given prompt and careful attention. Representing Philadelphia, New York, Boston, Chicago and San Francisco importers, new season fresh crop teas of all grades are handled, including oolong, English breakfast, Japan, young hyson, old hyson, gunpowder, imperial pekoe, souchong, and other varieties, and the constant aim of the proprietor is not only to meet every demand of the trade, but to furnish the very best goods in the market at all times. Many teas are brought into this country and sold at auction which are of an inferior grade and are sold at low prices, thus the advantage of buying through a reliable and expert judge of teas like Mr. Grieve can be readily seen and appreciated. Mr. Grieve is a native of Scotland, and came to this city in 1851. He is well and favorably known in commercial and trade circles for his business ability and sterling personal worth, and richly deserves the pre-eminence and popularity he now enjoys in his branch of mercantile activity.

ROWE & TERRY, Auctioneers and Commission Merchants, in Boots, Shoes and Carpets, No. 432 Market Street.—Messrs. Rowe & Terry, are widely prominent as auctioneers and commission merchants in boots, shoes and carpets, and established their business here on the first of January, 1888. They occupy spacious and commodious premises, fully equipped with every appliance and facility for the accommodation of goods entrusted to their care and for the successful prosecution of the business. Auction sales are held on Tuesday for boots and shoes, Wednesdays for clothing, and Fridays for carpets. Satisfaction is guaranteed to consignors in all cases. Goods are constantly arriving from all parts of the eastern and middle states, and the sales of this popular firm are largely attended by discerning buyers, who are sure to obtain excellent bargains, owing to the fact that all goods are offered without reserve. Liberality and promptness have always been marked characteristics of this trust-worthy house. The co-partners, Messrs. Louis Rowe and George W. Terry, are among the best known business men of Philadelphia. Mr. Rowe is a native of Germany, and came to this city thirty-five years ago. He was formerly in the notion business on Market Street, and is known in mercantile circles throughout the west for his ability and sound judgment. Mr. Terry was born in Bucks County, Pa., and has resided here for the past forty years. He has been identified with the auction and commission business since 1851, and for twenty-five years was with the house of Samuel Bunting's Sons & Co.

AEDW. NEWTON & CO., Stationers and Publishers, No. 1012 Walnut Street.—The well known house of Messrs. A. Edward Newton & Co., manufacturers and importers of bonbonnières, German favors, handkerchief cases, sachets, hand painted, decorated and embroidered souvenirs, Christmas and Easter goods, etc., has the distinction of being the only one in the state exclusively devoted to this line of enterprise, while its proprietor, Mr. A. E. Newton, is ranked and esteemed as one of the youngest and most successful of Philadelphia's merchants. The enterprise was founded two years ago at its present location, and from the outset has had accorded to it a most liberal and substantial patronage, until now it has attained an unassailable standing in the community. Two spacious floors are devoted to the business, and one of these is utilized for manufacturing purposes, from thirty-five to fifty ladies being employed in producing all kinds of fancy hand work for dressing cases, etc., and art novelties for room decorations, etc. The salesroom is very hand-

somely fitted up and furnished, and the attractively displayed stock embraces all kinds of beautiful novelties in the lines of goods already named. The trade of this house is exclusively wholesale, and goods are being shipped to dealers in all sections of the country. The success achieved is highly creditable to the skill and ability of the young proprietor, who is a native of the city, and who has a bright and successful future in store for him.

TYSON & NEWTON, Manufacturers of Newton's Excelsior Self Wringing Mop, No. 610 Arch Street.—Every house-keeper knows from experience the hard and disagreeable labor required to mop floors and wring mop cloths by hand. By using Newton's excelsior self-wringing mop, wringing the mop cloth by hand is entirely avoided, the hard labor very much lessened, the hands are not wet and soiled, and the advantages of using very hot water, strong soap-suds, ammonia, etc., etc., obtained. Newton's excelsior self-wringing mop is light, durable, simple in construction, perfect in its operation, and well merits the claim of being the best mop ever invented. This mop is as useful in cleaning carpets as bare floors. Take a pail of water, dip the cloth in the water and wring it, then wipe the carpet with the damp cloth; as the cloth becomes soiled, rinse it in the water and wring it again; in this way the whole carpet is to be wiped over. This raises no dust, and cleans the carpet better than a broom or carpet sweeper. A little ammonia in the water will brighten the colors and destroy all moths, carpet bugs, etc. Any cloth can be used in this mop, but to those desiring, we supply a superior mop-cloth, woven by special machinery and perfectly adapted to the purpose intended. Special rates to canvassers, and the usual discounts to the trade.

SIMS & SONS, Franklin Photographic Copying House, No. 700 Arch Street.—This is one of the oldest and most reliable photo-copying establishments in the city. The founder of this business, Mr. Andrew Sims, was born in Scotland, and thirty-two years ago came to reside in Philadelphia. Two years later he started his present enterprise, and its history has been one of continued success. In 1854 he took into partnership his two sons, John E. B., and Leonard, both of whom had grown up in the business and who have a thoroughly intimate knowledge of every detail of the business. The premises devoted to the business comprise the fourth floor of the building, and this has an area of 25x50 feet. It has the advantage of splendid sky lights, and is equipped with the latest improved apparatus known to the photographic profession. The firm do all kinds of copying and retouching for the trade. Not one piece of work is allowed to leave this establishment until it can stand the most thorough examination of critics. The business connections extend to all parts of the United States. The service is prompt, the work is superb, the charges fair and the dealings of the firm liberal and honorable. The standing of this old established house in this community is such that we may not presume to add any further commendation.

WBROWN, Wholesale and Retail Corset and Skirt Manufactory, No. 819 Arch Street.—In the important branch of industry in which he is engaged, Mr. W. Brown occupies a prosperous and prominent position in this city, and enjoys a superior reputation as a business man of sterling probity and ability. A native of Oneida County, New York, he came from the Empire state in 1850 to this city, and, in 1854 founded the business which he has since conducted with such pre-eminant success. He has built up a large and influential trade, extending throughout the city and its environs, and his establishment is held in favor by the trade and the purchasing public. Mr. Brown occupies as salesroom the first floor of the fine four-story brick building at No. 819 Arch Street, which has dimensions of 25x50 feet, and is tastefully appointed in all its departments. The manufacturing department is located to the rear, and every appliance is at hand to secure a perfect production. Corsets and skirts of the most approved styles, made upon hygienic principles, are turned out in all sizes and forms. A heavy stock is carried, and both a wholesale and retail trade is supplied. All transactions are conducted upon a systematic basis, and the best of satisfaction in all goods purchased from this reliable establishment is guaranteed.

PATTERSON & WHITE, General Printers, Nos. 518-520 Minor Street.—For thoroughly artistic and elegant designs in the line of color printing; for first class all around work in the typographic branches, or for promptness and reliability in executing orders, no concern in the business in Philadelphia bears a higher reputation, as few enjoy a more substantial patronage than that of Patterson & White, general printers, Nos. 518 and 520 Minor Street. This widely known and responsible firm was established about ten years ago at No. 607 Chestnut Street, whence they moved recently to the commodious quarters at present occupied. They occupy here very spacious premises, which are supplied with full steam power and completely equipped in every respect with the latest improved machinery, appliances and general appurtenances, including four cylinder and four small presses, while from thirty to forty expert hands are employed in the establishment. Book, job and commercial printing of every description is done in the most superior and expeditious manner at lowest consistent figures, and satisfaction guaranteed in every instance; fine color work in unique and artistic designs being made a leading speciality, and all work is executed under the close personal supervision of one or both of the firm—Messrs. Frank L. Patterson and Samuel S. White, who compose the firm, are natives of this city.

PAISLEY'S FINE SHOES, No. 814 Arch Street.—This has been a noted shoe house since 1873, when it was founded by Mr. A. Young, who conducted the enterprise until 1881, when he was succeeded by J. Paisley, who has since achieved a success that forms a striking illustration of what may be accomplished by close attention to business, handling and producing first-class goods only, and fair dealing. The store occupied has a width of twenty feet and a clear depth of ninety feet, with a well equipped workshop in the rear. The place is well fitted up, conveniently and systematically arranged. The house confines its operations exclusively to dealing in ladies' and children's hand and machine made shoes of the finest quality, and to the manufacture of this line of goods to order. The stock is large and complete in each and every particular, and embraces a full assortment of ladies' and children's foot wear of every description, and purchasers cannot fail to be pleased with what is here provided to supply their varied wants and requirements. Shoes made to measure, are made up from the best of materials, while the workmanship cannot be excelled, and the goods are guaranteed to be perfect in fit, in keeping with the prevailing styles, and durable in wear. The proprietor has had a long practical experience in the shoe trade, and is particularly careful in the selection of goods. The trade is brisk, substantial and influential.

J. L. ANDERSON, Dry Goods and Notions, Nos. 308 and 310 North Second Street.—This house was organized by the father of the present proprietor in 1851, the succession of the latter taking place some ten years ago. The premises occupied are central and spacious, 40x100 feet in dimensions, and aptly designed for the advantageous conduct of the large and prosperous business enjoyed. A large stock of specialties in foreign and domestic dry goods, ladies' and gents' furnishings, etc., is carried, the house offering unsurpassed advantages both to the general public and the jobbing trade. All goods are purchased direct from the principal manufacturers and producers in this country and in Europe, and the newest styles and latest novelties are obtained as soon as they are ready for the market, while with regard to prices the reputation of the house stamps it as the cheapest establishment in this section of the city at which to obtain these classes of articles. Mr. Anderson has succeeded in making what is popularly known as Anderson's Dry Goods and Notion Stores one of the leading commercial ventures in its line in the city.

JOHN BEATTY, Pharmacist, No. 340 North Second Street.—One of the most enterprising among the well known pharmacists of Philadelphia is Mr. John Beatty. The original business, to which he is the successor is of very old establishment. Mr. Fred Klatt primarily organizing it as far back as 1816, to whom succeeded Messrs. J. M. Dallam & Co., some fifty four years later, they in turn giving way to Messrs. J. Ratty & Co., in 1882, Mr. Beatty assuming the reins of management in 1886. Originally the store was located at the corner of Second and Callowhill

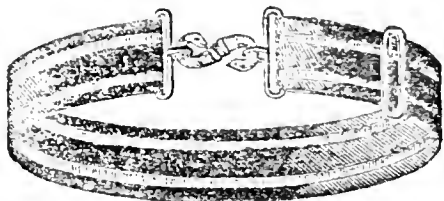
Streets, and the business comprehended both the wholesale and retail handling of drugs and medicines, but in 1887 Mr. Beatty moved into his present more eligible quarters, and for the past three years his business has been conducted only on a retail basis. The store which is fitted up in appropriate style is well stocked with a large, valuable assortment of pure, fresh drugs and medicines, also extracts, tinctures, perfumes and toilet articles, pharmaceutical preparations, and all the most reliable and desirable patent medicines. Mr. Beatty is a native of the city, a regular graduate in pharmacy, and makes a special business of compounding physicians' and family recipes, giving to the department that intelligent supervision it demands, and preparing the most intricate formula with the most perfect degree of exactitude.

BEN. F. TAYLOR, Photographer on Wood, No. 624 Arch Street.—Mr. Ben. F. Taylor, is the only one in the city engaged in his line of trade, photographing on wood. He was born in the city, and is a descendant of one of the old Philadelphia families. His grandfather came to the country and to the city in 1753. His father was born here, and here he had his home. Here, too, Mr. B. F. Taylor first saw the light in 1818, and he has grown up and prospered with the city of his birth. He began business in 1851 as a taker of daguerrotypes, and soon after applied himself to the development of the newly improved photographic process. In 1867 he turned his attention to his present enterprise, that of photographing on wood, and started this business in the Press Building on the corner of Seventh and Chestnut Streets, whence he removed to his present quarters on Arch street in 1871. He makes a specialty of photography for engravers, lithographers and artists, and his work is of the highest artistic excellence. It is designed for illustration, and calls for the exercise of the greatest care and exactitude. An engraver sends to Mr. Taylor a photograph and a block, and the latter transfers the photographic view or figures to the block in any position desired, regardless of the position of the figures in the photograph. The impression being made on the block, and the process completed, there is nothing for the wood engraver to do but cut out the outlines.

C. A. SLIFER, Manufacturer of Mirrors, Etc., No. 236 North Fourth Street.—One of the most reliable looking-glass and mirror manufacturers in Philadelphia is Mr. C. A. Slifer, who, establishing himself in business some two years ago, has already met with decided and well deserved success. His factory and salesrooms are replete with every modern convenience and appliance for the advantageous conduct of the business in hand. Here may be seen mirrors of the largest kind as well as those of smaller dimensions, from the one inch miniature to the full-length pier glass. Mr. Slifer's business is chiefly restricted to manufacturing to order for the trade, and he enjoys an extensive connection in and around the city and vicinity, his goods having won a high reputation in the trade for originality of design and excellence in point of general finish. He also makes a specialty of silvering work and the renovation of worn out mirrors, and transacts quite a large business in the production of the popular mirror business signs, and fancy glass advertising novelties. Mr. Slifer is a native of Bucks County, and has made Philadelphia his place of residence for the past five years.

W. HITCHCOCK, General Engraver of Silverware, Fine Jewelry, and Fancy Goods, No. 1224 Chestnut Street.—A noteworthy representative of the art in designing and engraving on silverware, fine jewelry and fancy articles is without exception Mr. W. Hitchcock, who executes work with rare tact and skill and neatness, not excelled by any others in this special branch. He originates pleasing designs and attractive monograms, crests, etc., and is a thorough master of the art, a fact which is substantiated by his extensive business connections with manufacturing jewelers, silversmiths and the trade generally. For a period of thirty-five years Mr. Hitchcock has been a practical man, nine of which were with Bailey, Banks & Riddle. In 1854 he established business on his own account and during the past two years occupied room No. 5½ on the third floor of the building No. 1224 Chestnut Street. A native of England he came to this country many years ago and located in Philadelphia in 1853.

PHILIP HILL, Manufacturer of silk, Worsted, Cotton, Bicycle, Lawn Tennis, Base Ball, Ladies' Dress and Bathing Belts, School Bags, Etc., Nos. 15 and 17 North Ninth Street.—The productive resources of Philadelphia are of a gratifyingly complete character, and the city is in a position to compete with any other in the country in nearly every branch of manufacture. Among the deserving and prosperous houses located here is that of Mr. Philip Hill, whose establishment is located at Nos. 15 and 17 North Ninth Street. This gentleman has long held a leading position in his special line of industry, and has earned an enviable reputation for the superior and reliable character of his produc-



tions. He devotes his energies to the manufacture of silk, worsted, cotton, bicycle, lawn tennis, base ball, ladies' dress and bathing belts, school bags, etc., making these goods in an immeasurable variety of styles, and everything emanating from his establishment can be depended upon to be the best in the market. Since he founded his enterprise in 1854 Mr. Hill has built upon extensive, permanent patronage, and his trade, which is exclusively wholesale, ramifies over a wide-spread tributary area. The premises occupied for the purposes of the business are of spacious dimensions, and are equipped with the most improved appliances and conveniences for the production of first-class goods, and employment is furnished to skilled hands only. A heavy stock is at all times carried, and the trade is supplied on the most favorable terms. Mr. Hill, is a native of Worcester County, England, and has resided in Philadelphia, since 1847, has become most favorably known here, and has aided in full measure to advance the material prosperity of the city.

SAMUEL DAGGY & CO., Western Farm Mortgages, Lands and Improved Farms, Third and Chestnut Streets.—After years of practical experience, western farm mortgages are considered the safest most convenient and remunerative form of investment now offered to investors. The constant demand for money to develop and improve the vast areas of fertile corn, wheat and general farming lands in the west, has furnished this most desirable channel for the investment of capital not engaged in active business enterprises. These investments are not only a benefit to the farmer and the lender, but add greatly to the productive-ness, prosperity and wealth of the country. Many persons are now engaged in selling these loans, but very few if any, have so thorough a knowledge of the business as the old and long established firm of Samuel Dagg & Co., whose office is conveniently located at the northeast corner of Third and Chestnut Streets. Their experience of twelve years in this business, their uniform success in placing these loans without loss to any one and their well established business integrity, have placed their guaranteed 7 per cent. mortgages in the front rank of these investments. They keep these mortgages in stock ready to supply orders on demand, and will take pleasure in giving any information desired with reference to them. Their extensive western correspondence also gives them unusual facilities for buying and selling western lands and improved farms. They have carried many transactions to a successful termination and have fairly established their business upon a permanent basis. Mr. Dagg was born in Virginia, but lived some time in the west. He is an intelligent man of excellent character and habits, and is considered good authority on present and prospective values in the western states. Mr. Huchins is from Massachusetts, but has lived for some time in this city. He is a young man of excellent habits, of good business ability, and has the full confidence of all who know him. As a business firm they have the confidence of the community and are justly to be regarded as leading representatives in their line of business.

D. MEYERS & CO., Clothing, No. 36 North Third Street.—No concern in the wholesale clothing trade of the United States, has achieved a more enviable, wide-spread reputation than that of Messrs. D. Meyers & Co. He was born in Germany and early in life came to America, permanently residing in Philadelphia for the last 25 years. He was, however, engaged in the present line of trade for six years previous to that date, in the city of Wilmington, Del., the need of enlarged facilities for his growing trade, resulting in his removing to this city in 1862. He has had his establishment permanently located on North Third Street, during the entire intervening period, and has developed a business interest of the utmost value and importance to Philadelphia. He manufactures full lines of fine and medium grades of mens', youths', boys' and children's clothing, and employs from 600 to 700 hands direct and indirect. He exercises great care in the selection of his wools, cassimeres, chevots and other suitings, using only the make of the most famous mills, foreign and domestic, and having all cloth critically examined prior to being cut. In his cutting department, the finest experienced talent is employed, while Mr. Meyers is ever in the van of progress as regards the latest fashionable styles. He conducts the wholesale manufacture of clothing in correct principles, and is noted for the careful workmanship and superior finish of all his goods. He occupies an entire five-story and basement building, 30x165 feet in dimensions, and always carries a heavy stock fully assorted in sizes and grades enabling him to promptly fill the largest and all orders. He numbers among his customers the best class of jobbers and retailers, general merchants, etc., all over Pennsylvania, the western states and part of the southern states, and annually enters fresh territory as the excellence of his make of clothing is coupled with the important consideration that the prices, quality considered, cannot be duplicated elsewhere. Mr. Meyers is a responsible merchant, and a popular, respected citizen.

DAVID HENLY'S SONS, Manufacturers of Flowers and Fancy Feathers, No. 27 North Sixth Street.—This business was established in 1847, by David Henly, who was succeeded in 1873 by the firm of David Henly & Son. Eventually in 1881 the present firm of David Henly's Sons, was organized and assumed the management, the co-partners being Messrs. Jacob and Ferdinand Henly. The premises occupied in Philadelphia comprise four spacious upper floors each being 25x125 feet in area. The manufacturing departments are fully supplied with every appliance and convenience for the systematic conduct of this artistic industry. Here one hundred and thirty skilled operatives are employed, and the trade of the house which is steadily increasing, now extends throughout the entire United States. The firm manufacture extensively all kinds of flowers and fancy feathers. Their goods are unrivalled for quality, finish, beauty and general excellence and have no superiors in this city or elsewhere, while their prices in all cases necessarily attract the attention of close and careful buyers. Messrs. David Henly's Sons promptly fill orders, and guarantee entire satisfaction to patrons. Both Messrs. Jacob and Ferdinand Henly are natives of Philadelphia.

RALPH M. KENNEDY, Band Saw Manufacturer and Dealer in Mill Supplies, Files and Saws of all Kinds, Etc., Southeast Corner Seventh and Arch Streets.—A reliable and progressive house in Philadelphia engaged in the manufacture of band saws, etc., is that of Mr. Ralph M. Kennedy. This business was established three years ago by Mr. Kennedy, who has since secured a liberal and permanent patronage in Pennsylvania, New Jersey and Delaware. Mr. Kennedy is a thoroughly practical and experienced saw manufacturer, fully conversant with every detail of this useful industry. His workshops are fully supplied with the latest improved appliances and machinery known to the trade. He manufactures all kinds of special saws to order at bottom prices, and guarantees entire satisfaction to patrons. Mr. Kennedy also keeps constantly in stock patent ground and tempered solid tooth circular saws, and also deals in mill supplies, files, etc. He employs fifteen skilled workmen, and makes a specialty of repairing. Mr. Kennedy was born in Syracuse, N. Y., but has resided in Philadelphia for the last twelve years. He is agent for the famous Gage Tool Company, whose new self-setting bench planes have no superiors in this or any other market.

BOSWELL & CO. Insurance, No. 341 Walnut Street.—This firm are widely prominent and popular as local agents and brokers in fire and life insurance. The business was originally established in 1857, by Messrs. Boswell & Wilson, who were succeeded by Mr. W. L. Boswell in 1865, under the firm name of Boswell & Co., and in 1884 Mr. W. L. Boswell, Jr., was admitted to partnership without change in firm style. The firm occupy a fine suit of offices on the ground floor, and transact a general business in fire and life insurance. Their standing in fire insurance circles is best illustrated by the fact that they now represent the Phoenix Insurance Company, of Hartford, Conn.; the Lancashire Fire, of England; and the National Fire, of New York; three of the strongest and most conservatively managed companies doing business in the United States. The Phoenix, of Hartford, has a cash capital of \$2,000,000, with assets available for fire losses, at its 69th semi-annual statement made December 31, 1888, amounting to \$5,061,247 17. Losses paid since organization of company, \$24,085,463.63. Messrs. Boswell & Co., possess unusual facilities for placing large lines of insurance on mills, manufactories, churches, school houses, business blocks and general merchandise, at reasonable rates. Their long experience in the business is a guarantee that they fully understand it, and can offer the very best possible indemnity that can be furnished by responsible insurance corporations. The officers and managers of these companies have entire confidence in their ability and integrity, which fact enables the firm to secure equal and exact justice to all parties in interest when a loss occurs, while all classes of desirable risks are placed with solvent and reliable companies. The Messrs. Boswell are natives of Philadelphia, and gentlemen of the highest repute and standing in leading commercial and financial circles. The senior partner is a director of the Philadelphia Fire Insurance Association, and a member of the Tariff Association and the Underwriters' Association.

WALTER P. WILKINS, Wholesale Commission Dealer in Berries, Fruit and Produce, Northeast Corner Second and Callowhill Streets.—The best evidence of the importance of Philadelphia as a point of distribution is furnished by the success attending the career of such representative and popular commission houses as that of Mr. Walter P. Wilkins, located at the northeast corner of Second and Callowhill Streets. This gentleman established himself in business here years ago, and now operates two large four story buildings, 30x125 feet each, for the prosecution of his immense and influential trade. As a wholesale commission dealer in fruit and produce his is one of the oldest, as well as largest, commission houses in the city, and has long been closely identified with the commercial growth and prosperity of Philadelphia. Mr. Wilkins makes a leading specialty of handling apples, onions and potatoes in wholesale lots; also foreign and domestic fruits and early vegetables of all kinds. The supplies are received from producers and shippers in Pennsylvania, Delaware, Maryland, New Jersey and the south, while the demands upon the resources of the house are so great that consignments are disposed of almost immediately upon their arrival, and the most favorable opportunities are enjoyed for guaranteeing quick sales at the highest prices. Only the choicest goods are carried, the quality of which is fully assured before they are offered to purchasers. Returns are promptly mailed and perfect satisfaction is assured in all cases. The house is one, therefore, which we feel at liberty to recommend to the consideration of our readers, as worthy of every trust and confidence. Mr. Wilkins is a native Philadelphian, a prominent member of the Produce Exchange, and a gentleman of the highest standing in commercial, financial and trade circles.

CHAS. JONES, Fruit and Produce Commission Merchant, Berries, Small Fruit and Vegetables a Specialty, No. 143 Dock Street.—The vicinity of Dock Street Wharf and South Delaware Avenue Market always presents a scene of busy activity. It is here the produce commission men are to be found, that active class of business men standing between the producer and dealer who are always well and wide awake and conduct heavy transactions and carefully look after the interests of consignors and shippers. Among these business men there are none better known than Mr. Chas. Jones who has been conspicuous in this vicinity over

a quarter of a century and enjoys the confidence and esteem of all who have dealings with him. To meet the demands of consignors he occupies a capacious storehouse 25x100 feet in area and is well provided with facilities for the preservation of poultry, game, butter, cheese, eggs and farm products, and also fruits, berries and vegetables which he handles in large quantities when in season. With this class of products he is thoroughly familiar and those sending him consignments may rely upon his sagacity in making the proceeds fully commensurate with the market prices. Mr. Jones is widely and popularly known in Southern Jersey and also in the state of Delaware from which section he is receiving daily the very choicest products, and dealers will find that for quality and general excellence the goods he handles are unsurpassed. Mr. Jones, who was born in New Jersey and for many years a resident of Beverly, sustains a high reputation in financial and business circles and is a gentleman in whom every confidence can be placed. Some six months ago he removed to this city and intends to make it his permanent place of residence.

SMITH & DREER, Watchmakers and Jewelers, Southeast Corner of Arch and Tenth Streets.—Messrs. Smith and Dreer, whose establishment is eligibly located on the Southeast Corner of Arch and Tenth Streets, have been among the most noted and successful jewelers and opticians in this city for more than a score of years, and to-day occupy a front rank position in their line of trade. The business was founded in 1860 by the senior member of the firm, Mr. Theodore Smith, who, in 1866, admitted into partnership Mr. Fred. J. Dreer, Jr., and the enterprise from its inception has been attended by marked and continuous increasing success. The store occupied is spacious, and in its fittings and appointments is very handsome and attractive. The stock, which is admirably displayed, comprises a fine assortment of American and European gold and silver watches for both ladies and gentlemen, as well as chains, charms, bangles, bracelets, necklaces, plain and fancy rings, studs, scarf, shawl, and lace pins, diamonds and other precious stones; also fine clocks of domestic and foreign manufacture, solid, sterling and plated ware, opera glasses, spectacles, eye glasses and other optical goods, and fancy goods, which are offered at the lowest possible prices. The firm make a specialty of optical goods, and give particular attention to adapting spectacles and eye glasses to suit the sight of patrons. Both partners are accomplished opticians as well as expert watch-makers and jewelers. In watches the firm make a specialty of handling the famous Waltham watches, and repairs of spectacles, watches and jewelry are carefully and neatly made, full satisfaction being guaranteed in every instance. Both Mr. Smith and Mr. Dreer, are natives of Philadelphia, and are known far and wide for their business aptitude and integrity and are regarded as useful, estimable citizens, respected by all who have ever had dealings with them.

S. HARVEY THOMAS, Stock Broker, No. 201 Walnut Place.—The leading stock brokers of Philadelphia include among their number Mr. S. Harvey Thomas, who has his offices at No. 201 Walnut Place. Mr. Thomas is one of the most widely known and enterprising business men in Philadelphia and is one of the most popular in financial circles in the city. He established himself in business in 1862 and early developed a business of great magnitude among the leading investors and capitalists of the state whose confidence in his judicious management has been retained from the inauguration of the enterprise, having transacted all business for his clients both reliably and satisfactorily. Mr. Thomas transacts a general stock business and gives special attention to stock, bonds, and all securities listed by and dealt in at the Philadelphia and New York Stock Exchanges at the lowest rates of commission permitted by those organizations. He is connected with the New York Stock Exchange through the firm of John H. Jacklin & Co. Mr. Thomas is a native of Philadelphia and is one of the oldest members of the Stock Exchange being now the twenty-third member on the roll. He is a trustee of the Stock Exchange, and Gratuity Fund, and is on the committee of the Stock Exchange where he is popular as a public spirited citizen who has always used his best efforts for the progress of the institution and for his honorable manner of conducting all transactions intrusted to his care.

MALSEED & REEVES, Insurance, Nos. 121 and 123 South Fourth Street.—The development of the insurance interests of Philadelphia have been upon a scale of such magnitude, that the facilities afforded the community by our leading insurance brokers are of an exceptionally favorable character as regards both low rates of premium, enormous combination of resources, and absolute security of all risks taken. In this connection we desire to make suitable reference to the responsible firm of Messrs. Malseed & Reeves, whose offices are eligibly located at Nos. 121 and 123 South Fourth Street. This firm established their business here in 1855, and their office has become a popular medium with the public for securing fire, marine and life insurance policies. They are recognized as among Philadelphia's most active and enterprising brokers, whose widespread connections include very many of our leading commercial houses and largest property owners. They control the insuring of a superior line of business and residential property in this city and vicinity; also stocks of merchandise, grain, ships, vessels, steamers, hulls and cargoes, offering satisfactory terms and thorough security in all cases. As representatives of life insurance interests Messrs. Malseed & Reeves can be relied upon to place before applicants the best form of policy adapted to their wants, and at proportionately low rates of premium, in all the great corporations of this and other states. This firm are also prepared to promptly negotiate bonds, loans and commercial paper, and to place all transactions upon a thoroughly substantial and satisfactory basis. The co-partners, Messrs. James P. Malseed and Horace A. Reeves, are both natives of Philadelphia, and have long retained the confidence and esteem of the entire community. Mr. Malseed was in the mercantile business here for twenty-five years, and is the president of the Merchants' and Salesmen's Association. Mr. Reeves has been identified with the insurance business for the past twelve years; is a director of the Bookkeepers' Beneficial Association, a member of the tariff association, and combines his experience and ability to form a firm of commanding influence, eminent popularity and solid worth.

DESCOVICH & CO., Ship Brokers, No. 225 Dock Street.—In these days of the decay of American shipping interests it is a positive pleasure to direct attention to a firm so actively and successfully prosecuting a business of such commercial importance as that of Messrs. Descovich & Co., ship brokers and commission merchants, No. 225 Dock Street. This house was established in 1880, and by the large business capacity, the intelligence, and unmistakable enterprise displayed in its management this firm rapidly built up a large and prosperous trade, and one which has kept on steadily growing until to-day it has assumed proportions of great magnitude. The premises occupied as offices are commodious, and provided with every convenience for facilitating business. The firm buy, sell and charter vessels, ship freight on commission to all portions and handle all cargoes consigned to them. Anything pertaining to the ship brokerage and commission business is given careful and prompt attention to by the firm, who have the best of facilities for carrying out all commissions satisfactorily. The firm make a specialty of chartering vessels sailing to the Italian and Mediterranean ports. The principal member of the firm Mr. Alfred Descovich, is a native of Italy, and a prominent member of the Philadelphia Commercial Exchange and of the Philadelphia Maritime Exchange. He is a man of clear foresight, keen intelligence and unquestionable ability, and is held in high esteem in commercial circles for the sterling integrity and strict probity that have ever characterized all his business relations and operations.

THOMAS BROWN, Plumber, Steam and Gas Fitter, No. 1317 Sansom Street.—There is not within the entire range of the mechanical arts any department or branch of activity in which such marked and gratifying progress has been made within recent years as in plumbing, gas and steam fitting, and general sanitary work. The advance made in this direction of late has been one of the features of the times, while sanitary plumbing, sewerage and ventilation are now conducted upon exact scientific principles by those skilled in sanitary science and its application to the suppression of sewer gases and vitiated odors. One of the best known and most successful exponents of this industry in Philadelphia is Mr. Thomas Brown, of No. 1317

Sansom Street. Forty years ago this gentleman became a member of the firm of Wright, Hunter & Brown, from which he retired in 1884 and established his present business. He has since that date become deservedly prominent in his business, superintending all the plumbing work for the public buildings in the city, and executing large and important contracts for the Keystone National Bank, the Post Office, the Convalescent Home for Children, the Presbyterian Home Annex, the Masonic Temple, and other buildings in this city and throughout Pennsylvania, New Jersey and Delaware. A corps of eighteen skilled workmen contribute to the satisfactory operations of the house, and all work receives the close personal supervision of the proprietor. A large and complete stock of plumbers' supplies is constantly carried at his spacious warehouses, including fittings and pipe, sheet lead, sewer traps, sinks, water closets and sanitary devices of all kinds. Orders and commissions are filed with the utmost promptness and dispatch, and prices are placed at the lowest point of moderation. Mr. Brown is a prominent master plumber of this city, and is honored and esteemed in leading commercial circles as a useful and public-spirited citizen and foremost of his trade in this section of the country.

W. M. N. JAQUETT, Carpenter and Builder, No. 721 Jayne Street.—No tradesman has striven with greater zeal for more than a score of years to bring to the front that branch of industry in which he labors than Mr. William N. Jaquett, and he has been rewarded for his enterprise, for to-day he occupies a leading position as a carpenter and builder. He was born in Chester County, this state, and for thirty-five years has been a resident in the city and identified with the building trade. In 1877 he started business on his own account, and has developed a business connection of considerable magnitude. He has been located in his present premises at No. 721 Jayne Street for the past six years. He is provided with every mechanical appliance essential to the successful conduct of the business, employing a competent force of skilled hands, and in the busy season a larger number is engaged. The operations of the concern consist of erecting buildings of all kinds by contract or otherwise, the alteration of stores, dwellings, etc., and of the execution of all kinds of jobbing work; and Mr. Jaquett is prepared with all facilities to perform mason and wood work of all kinds, as well as painting, plumbing, etc. Plans are drawn and estimates made when desired. All kinds of house repairs and general jobbing are executed and superintended in a straightforward business manner. Mr. Jaquett, who is one of the most skilled and experienced carpenters and builders in the city, is spoken of in the highest terms by all who have had business dealings with him, and he is generally regarded as a most estimable private citizen.

A. BARTON SLOAT, Real Estate and Mortgage Broker, No. 219 South Sixth Street.—Mr. Sloat established himself in this business thirteen years ago, he has developed a superior connection and a fine trade, including among his customers many of our leading capitalists and investors. Mr. Sloat is highly popular as a negotiator of loans on bond or mortgage, or collateral security; and as a dealer in real estate has achieved a high reputation. He buys, sells, exchanges, leases and lets all kinds of properties in town and country, and his advice is eagerly sought by intending investors, who have come to appreciate the excellent judgment he displays in his line of business. Mr. Sloat gives special attention to the management of estates, keeps property economically in repair and in the highest state of productiveness, secures responsible tenants, and collects rents punctually. He has at all times on his books full descriptions of city and suburban properties for sale that are deserving the inspection of capitalists seeking desirable and profitable investments. His lists of stores, factories, work shops and dwellings, to let, are the most complete of any in the city, and whether it be to buy, sell or hire property the public will find a consultation with Mr. Sloat attended with advantages to themselves. He has made a close study of the law of real estate, and is always to be found at the post of duty and attentive to the interests of his clients. Mr. Sloat was born in York County, this state, and during his many years' residence in Philadelphia has won the confidence of all who know him for his honorable and straightforward methods.

M. MURPHY, Law Bookseller and Publisher, No. 715 Sansom Street.—The foundation of the business of this house was laid in 1840 by the present proprietor, and under his skilful direction the business has grown in extent and reputation until it stands well in the front rank of all the houses in this line in the city. The premises utilized for the business are commodious, and appropriately fitted up. Mr. Murphy makes a specialty of publishing and handling only the newest law books, and the books sent out from this house are noted for their accuracy, and the strength and neatness of their bindings. First-class work and fair prices and liberal, straight-forward dealing form the characteristics of the business methods of this prosperous and flourishing establishment, and the extensive and influential trade which has been built up makes it clear the facilities of the house and the policy of its management have met with the approval of the trade and the legal fraternity. The trade is of both a wholesale and retail character and extends to all parts of the country. Orders by mail, telegraph, or otherwise, are given prompt and careful attention. Mr. Murphy is a native of Ireland, and is one of the prominent business men of Philadelphia.

G. T. EICHMANN, Merchant Tailor, No. 506 Arch Street.—Mr. G. T. Eichmann, is entitled to rank as one of the most talented exponents of the art of tailoring, and has acquired a widespread reputation for the perfection incident to the cut, fit, and finish of all garments leaving his establishment. His practical experience in his vocation began in 1860, and thus extends over a quarter of a century. Ten years ago he began business independently, and has, by untiring exertions to please, acquired a large and strictly first-class patronage from leading residents of this city and its vicinity. The fine, commodious store occupied has dimensions of 20x50 feet, is fitted up in the most tasteful of styles, presents an attractive appearance, and is always kept in the neatest of order. The large, splendid stock carried embraces cloths of both foreign and domestic manufacture, comprising all the latest and most stylish patterns, and from which the hardest taste to please may make a suitable selection. Mr. Eichmann, by a careful study of the wants of his customers knows exactly how to meet them with the most stylish and fashionable goods, excellent workmanship, and perfectly fitting clothing, and to those who require a high grade of custom clothing, his establishment is especially recommended. A native of this city Mr. Eichmann has long been favorably known to the public, is a gentleman of genial character, and has a host of friends by whom he is held in popular esteem.

L. W. HULSTEYN & CO., Mechanical Experts, No. 221 North Second Street.—One of the most successful among the distinguished manufacturers of trusses, appliances for deformities and surgical elastic hosiery in this city is unquestionably L. W. Hulsteyn & Co. The general management of the business is under the control of Prof. Hulsteyn who is a native of the Netherlands and a regular graduate of the University at Utrecht. He has had sixteen years' experience as a mechanical expert, devising and manufacturing appliances for deformities, and achieved a wide celebrity since he came to this city for his skill and ability in this direction. The specialties for which this establishment has become widely known are trusses, braces, elastic stockings, supporters, suspensories, abdominal belts and surgical elastic hosiery generally, and all the various appliances for deformities. A full and general stock is always kept on sale, and particular attention is given to special ordered work. Prof. Hulsteyn is very successful in fitting the various appliances made and sold at his establishment. The premises are 20x60 feet in size and neatly fitted up, the reception room being particularly handsome and elegant in its arrangement and furnishings.

CHARLES SCHROEDER, Letter and Ornamental Engraver, No. 708 Market Street.—This enterprise was inaugurated in 1855, and during its history of twenty-four years has been accorded a most liberal and substantial patronage. For the past seventeen years the business has been located at its present address, and the premises utilized are admirably adapted for the purposes to which they are devoted. They are equipped with the finest tools and latest improved engraving appliances, and engraving in all its branches is executed in the most superior and expen-

sive manner. Crests, monograms, inscriptions, etc., are tastefully engraved on watches, silverware, jewelry, albums, brass band instruments, fancy metal articles, and metal goods of all kinds. The house is noted for the originality of its designs, and for the beauty and uniform excellence of all the work executed here. Every detail and feature of the business receives the close personal supervision of Mr. Schroeder, who is a practical and skillful workman, with thirty odd years' experience in the exercise of his art. Mr. Schroeder is a native and life-long resident of the city. He is a popular and active member of the Philadelphia Rifle Club, and of the Turners' Society, and is a director of the Second Girard and Lessing Building Associations, with which he has been identified for the past nine years.

H. S. LESHER, Wholesale Commission Merchant, Butter, Eggs, Poultry, Etc., No. 6 South Water Street.—In referring to the produce commission business the sound and prosperous house of Mr. H. S. Lesher, located at No. 6 South Water Street, must be regarded as one of the most reliable in the trade, as it bears a reputation excelled by none of its contemporaries. Mr. Lesher established his enterprise ten years ago, on the same busy thoroughfare on which he is now located, and he has been in his present quarters for three years. Since the inception of the business a large, most desirable trade has been developed, and first-class connections with producers formed. The spacious store occupied is excellently appointed, a staff of clerks is employed, and every facility is possessed for the manipulation of business. Consignments are solicited and are being constantly received from the south and the west, and a large stock of butter, eggs, poultry, cheese, dried fruits and general farm products is carried on hand to meet the active trade supplied. Goods do not long remain in the store, as the orders are generally quite equal to the supply. A native of Lancaster, Pa., Mr. Lesher has lived in this city for fifteen years, is an active member of the Produce Exchange, and it is with pleasure that we commend his house to the trade, with confidence that business relations entered into with it will prove pleasant, profitable and permanent to all concerned.

HALLS' OLD ESTABLISHED DRY GOODS STORE, No. 26 South Second Street.—This is one of the oldest concerns of the kind in the city, the business having originally been founded in 1848 by Mr. Edward Hall, the firm later becoming Hall & Brother, and still later Mr. Lewis S. Hall became the sole proprietor. Two years ago Mr. Frank W. Hall was admitted to partnership, and the enterprise has since been conducted under their joint control. The success of the house has been of the most pronounced and substantial character. The premises occupied comprise a building having four floors, 25x125 feet in dimensions, and equipped throughout in the most tasteful and convenient style. The heavy stock carried embraces a full and complete assortment of foreign and domestic dry and fancy goods, silks, satins, velvets; notions, bedding, and ladies' and gentlemen's furnishings of every description. A staff of twenty-five hands are employed, and customers are invariably waited upon courteously. The Messrs. Hall are natives of Philadelphia, are enterprising and progressive merchants.

CHARLES STEWART, Bricklayer and Contractor, No. 39 North Seventh Street.—This business was founded in 1868 by Mr. H. M. Strode, and in 1876 Mr. Stewart succeeded to the ownership. The patronage that has been acquired is large and steadily increasing, while the house has gained a superior reputation for the thoroughness with which all contracts have been performed. The extent of the business demands the employment of from twenty to fifty workmen, and the complete facilities are possessed for the expeditious carrying through of all work undertaken. Mr. Stewart is prepared to enter into contracts for the laying of sidewalks, the building reel and tile ovens, and brick work of all kinds, estimates are furnished, the most favorable terms are quoted, and satisfactory services are guaranteed in every instance. A native of Canada, Mr. Stewart has resided in Philadelphia for the past twenty-five years, and he is widely and favorably known throughout the city. He gives his strict attention to business, and is upright and honorable in all his transactions and is well liked by all who know him.

JOHAN LETCHWORTH, Glassware, No. 120 Commerce Street.—A long established and noteworthy Philadelphia glassware house, is the widely and favorably known concern of John Letchworth, whose business connection extends to all ends of the earth wherever civilization is sufficiently advanced to need the goods handled. The house was founded in the year 1838 by the firm of Hartell & Letchworth, and under this style it was conducted up to 1880, when owing to the death of Mr. Hartell, the business passed into sole control of the gentleman whose name heads this sketch, and under whose efficient management it has since been continued with uninterrupted prosperity. During the entire period of thirty-one years that this concern has been in existence, its history has been an unbroken record of progress, while no change has occurred in the style or personnel, save the one occasioned by the decease of the member referred to. Mr. Letchworth is manufacturers' agent for imported and domestic glassware and general dealer in fruit jars and kindred articles (for which he controls twenty-two patents). The salesroom occupies a spacious and finely appointed second floor, and a vast and varied assortment is constantly carried in stock, comprising general glassware, druggists' supplies, hotel, bar and table ware, fruit and jelly jars in great variety, etc., etc., while several competent salesmen are in attendance, with an experienced representative also on the road; and the trade of the house, which is of a wholesale nature exclusively—shipping in car lots to the west—is at once large and flourishing, extending all over the United States, Canada, Mexico, South America, Europe and virtually throughout the world. Mr. Letchworth, is a gentleman in the full prime of life, active and energetic, and is a man of wide experience, and thoroughly conversant with the wants of the trade.

DANIEL A. OUTERBRIDGE, Produce Dealer, No. 53 Delaware Ave. Market.—In the produce business in the Delaware Avenue Market there are many old established well known business men whose extensive operations and high character and standing have given them considerable prominence. Prominent among the number thus referred to is Mr. Daniel A. Outerbridge, who has been located in the market over a quarter of a century and has built up a trade and established connections of the most substantial kind. He is a New Yorker by birth and about fifty-four years of age. He has lived in Philadelphia since early youth and has become thoroughly identified with the city and its affairs. He is one of the best known dealers and commission merchants in the vicinity of Spruce and Dock Streets, and controls a large business and is well provided with facilities for storing consignments and for general business purposes, and can offer the best inducements to dealers and the trade in eggs, butter and fruits and vegetables, potatoes, apples and farm and garden products which are being constantly received from the different counties of this and adjoining states. Mr. Outerbridge brings to bear upon his business an unusual degree of discernment, liberality and integrity and is fully entitled to the general estimation in which he is held. He is very popular and a well known member of the A. O. U. W.

HENRY DANIELS & BRO., Book-Binders and Paper Rulers, Nos. 621 and 623 Commerce Street.—The establishment of Messrs. Henry Daniels & Bro., was established in 1881. It was conducted by gentlemen of large practical experience and thorough business ability, and has achieved a reputation and acquired a trade that places it by common consent in the front rank of enterprise, popularity and success. The business premises are spacious in size, the outfit of machinery and appliances is the best that experience could suggest or money supply, and the preparation is complete for work of a high and finished order of excellence. Prompt and skillful attention is given to both book-binding, blank-book manufacturing and paper ruling; also, to perforating and numbering. The resources possessed are such that orders of the greatest magnitude and importance are executed with dispatch and in the most artistic and satisfactory style. Enjoying every modern facility for insuring rapid and perfect accomplishment of all work, employing only the best of skilled labor, and giving every detail of the business the benefit of their ripe experience and sound judgment, the Messrs. Daniels are in a position to conduct all operations under the most favorable con-

ditions for success. A force of twenty assistants contribute to the successful operations of the house, and the patronage is large and influential in the city and vicinity. The co-partners, Messrs. Henry and William J. Daniels, are native Philadelphians, and have been connected with this industry since 1864, and are faithful and conscientious in the discharge of their obligations to their patrons.

C. A. SMITH & CO., Wholesale Jobbers in Cigars, and Manufactured Tobacco, No. 139 Market Street.—Nearly thirty odd years of uniform prosperity marks the history of the well known establishment conducted by C. A. Smith & Co., jobbers of cigars and manufactured tobacco, No. 139 Market Street. It is one of the leading headquarters for smokers' supplies in this part of the city, and has a large, active and growing trade, the business of the firm, which is of a wholesale nature entirely, extending throughout the city and state and adjoining sections of New Jersey and Delaware. This popular and prosperous concern was originally established in 1800 by Heissel & Marshall, who were succeeded by Baker & Baker, who were in turn succeeded by B. C. Barker, by whom the business was conducted until about six years ago, when the present firm assumed control and have since continued it with uninterrupted success. The premises occupied are commodious, ample and neatly appointed, and a heavy, first-class stock is always carried on hand, comprising fine and medium grades of imported and domestic cigars, all the favorite brands of cigarettes, smoking and chewing tobaccos of every description, snuff, pipes and smokers' articles in great variety, while two traveling salesmen are kept regularly on the road. The firm is composed of Messrs. Charles A. Smith and George T. Browning, both young men of energy and reliability.

CHAS. A. STURTEVANT, General Machinist, Nos. 624 and 626 Filbert Street.—Mr. Chas. A. Sturtevant, the well known practical machinist, established himself in business as a general machinist in July, 1856, at No. 11 and 15 South Seventh Street, removing to his present location in May, 1885. Here he occupies spacious and commodious quarters, fully equipped with new and improved machinery operated by steam power, and gives constant employment to a large force of skilled and expert workmen. He is prepared to do jobbing, repairing and all kinds of machine work in the promptest and most skillful manner, and supplies the trade in this city and vicinity with parts of presses, paper trimming knives, shafting, hangers, pulleys, cones, dies, and punches, and kindred specialties, all of a character for reliability, utility and general excellence which command universal attention and general patronage. They have no superiors in this or any other market, while the prices which prevail for all work here executed are as low as those of any other first-class house in the trade. Estimates are cheerfully furnished for all kinds of machine work, and orders by telephone, or otherwise, receive the prompt personal attention of the proprietor. Mr. Sturtevant is a Massachusetts man by birth and training, and a machinist and manufacturer of marked enterprise and ability, whose success has been honestly won.

CHAS. J. BRAUN, Manufacturer of Leather, No. 321 North Third Street.—Engaged in the manufacture of leather this city contains a number of noteworthy concerns, and among these may be mentioned the widely known establishment of Chas. J. Braun, whose productions are in steady and growing demand in the trade throughout the United States, owing to the general excellence of the same. Mr. Braun, who is a gentleman of middle age, and a native of Germany, has lived in Philadelphia over twenty-two years. He is a practical currier and tanner himself of twenty-seven years' experience, and has a thorough knowledge of the business in all its branches. He started in business on his own account in 1857, moving to the present commodious quarters ten years ago, and from the first his efforts have been attended with uniform success. The premises occupied comprise the whole of a three-story and basement structure, with ample and complete facilities, while an efficient force of helpers is employed. The productions include a superior grade of calf-skins, kips, wet and buff, wax upper and splits, and all orders for the trade are promptly and reliably attended to, Mr. Braun devoting personal attention to every detail of the business.

W. L. HEADLY & CO., Manufacturers of Fine Gold Jewelry, and Diamond Setters, Nos. 734 and 736 Sanson Street.—For originality and beauty of designing and exquisite productions in fine gold jewelry, or for thoroughly expert workmanship in diamond mounting, there are but few, if any, engaged in the line indicated in this city sustaining a better reputation than W. L. Headly & Co., manufacturing jewelers and diamond setters, of No. 734 and 736 Sanson Street. They certainly take rank among the leading exponents of this branch of art in Philadelphia, and receive a large, permanent patronage from the trade throughout Philadelphia and the states adjoining. This well known firm (who are successors to Henry Smith, who conducted the business for some few years before) was established in 1857, and soon won its way to favor and recognition, owing to the unequivocal excellence of the work turned out. The firm, who are patentees and manufacturers of an ingenious and meritorious patent sleeve button, manufacture a general line of fine gold jewelry, and give special attention to diamond setting, employing eight to ten experienced workmen. They occupy compact and ample quarters as office and shop and keep on hand always a superb assortment, which embrace diamonds and other precious stones; novelties in diamond rings and pins; brooches, bracelets, chains, charms, locketts, sleeve buttons, shirt studs, etc., orders for the trade receiving immediate attention, while all work executed here is warranted first class. Mr. Headly, who is the sole member (the "Co." being nominal), is a comparatively young man, and a native of Pittsburgh. He is a practical man of many years experience, master of his business in all its branches.

W. M. BRACHER, Practical Map Engraver, No. 27 South Sixth Street.—The house of Mr. Wm. Bracher, the well known map engraver, presents a striking example of the fact that Philadelphia excels in the more useful arts. This gentleman is entitled to more than ordinary consideration in this review. The business was established in 1833, by Worley & Bracher, who were succeeded by the present proprietor in 1850. The latter has been closely identified with map engraving and lithographing for the past forty years, and brings to bear upon every department of his business the widest range of practical experience and a thorough knowledge of the wants and requirements of the trade. He is supplied with a complete outfit of the tools and devices peculiar to his calling, and a large number of skilled engravers are at work on stone and in the various other branches of map engraving. The finest work is executed in every department, the closest expert supervision is exercised over every process employed, and the most admirable effects are produced. In material, workmanship, finish and the application of late and correct principles, the productions of this house are equal to, if not in advance of, any now in use. The trade is supplied at the shortest possible notice, and an influential and growing demand is ministered to throughout all the middle and western states. The facilities possessed for rapid and perfect production warrant the offering of exceptional inducements in prices. Mr. Bracher is a native of Germany, a resident of this city for full forty years, and eminently respected as an expert and accomplished master of his art.

J. STARR, Photographer, No. 1320 Chestnut Street.—There is perhaps, no branch of industry, science or art in which such notable progress has been made of late years as photography. Considering that the process of retaining negative impressions by chemical properties on sensitive plates is but little over half a century old, the perfection attained in picture making is truly marvelous. In this connection, it may be here remarked that Philadelphia has some exceptionally skilful photographers, and among those referred to can be mentioned the name of J. Starr, of No. 1320 Chestnut Street, who sustains a high reputation for fine work, and for promptness and reliability—none better in this section of the city. Mr. Starr, who is a gentleman in the prime of life and a native of New Jersey, residing at Darby, Pa., is a practical and expert photographer, of twenty years experience in his profession, and is a thorough master of the art in all its branches. He succeeded the "Eureka Co.," (who opened this popular gallery about ten years ago) in September, 1856, and has built up a large and flattering patronage. The premises here occupied are com-

modious, tastefully appointed and well equipped in every respect, all the latest improved appliances and apparatuses being in service, while some half a dozen competent assistants are employed. Photography in all its branches is executed in the highest style of the art at very reasonable prices; fine portraits being a leading specialty, while photos are finished in oil, crayon, pastel or India ink, likewise, in the most superior manner and satisfaction guaranteed in every instance; the pictures leaving this well known studio being a No. 1 in every feature, alike as to beauty of style, fidelity, shading and finish.

MORSE & COMPTON, Woolens, Northwest Corner Sixth and Market Streets.—The house of Messrs. Morse & Compton, is a leader in supplying the trade throughout Pennsylvania, Maryland, New Jersey, Delaware, New York and West Virginia with fine woolens. The firm established their business originally at Wilkesbarre, Pa., in 1856, removing to this city in January, 1889. They hold a prominent position in trade circles as selling agents of Franklin's Mills, Plymouth, Mass., and of Huddersfield Worsted Mills, England, and carry at all times a full and complete stock of the productions of these celebrated manufacturing factories. The remarkable qualities of the Huddersfield worsteds for compactness of the fabric, smoothness of finish, and freshness of appearance even after months of constant wear, are acknowledged by the trade generally; while the shortness of the nap, elegance and durability of the Franklin woolens are universally admired. These characteristics of the goods handled by this firm make the demand for them practically universal, and the trade is supplied at the shortest notice in quantities to suit, and at terms and prices which preclude successful competition, and nothing is allowed to be sent to customers that is not superior and reliable in all respects. The individual members of the firm are Messrs. W. L. Morse and F. S. Compton, both experienced in catering to the demands of this class of trade.

BRISCOE & STACKHOUSE, Importers and Wholesale Dealers in Proprietary Medicines, Pharmaceutical Preparations, Etc., No. 532 Arch Street.—This extensive business was established in 1853 by Johnston, Holloway & Cowden, who were succeeded by Johnston, Holloway & Co. Eventually December 1st, 1888, the present firm was organized and assumed the management, the co-partners being Messrs. S. B. Briscoe and John Stackhouse. Mr. Stackhouse previously for sixteen years had been engaged with the old firm of Johnston, Holloway & Co., as their head salesman. The premises occupied comprise three spacious floors, each being 25x100 feet in dimensions, fully equipped with every appliance and convenience for the accommodation of the well selected and valuable stock. Messrs. Briscoe & Stackhouse handle all the standard proprietary medicines known in the world, also all kinds of pharmaceutical preparations and druggists' sundries. They deal only in the most reliable goods, and quote prices very difficult to be duplicated elsewhere. All orders are promptly and carefully filled, and the trade of the house, which is strictly wholesale, now extends throughout the entire United States and Canada.

E. A. YARNALL, Manufacturer and Importer of Surgical and Orthopedical Instruments, Etc., No. 1029 Walnut Street.—This gentleman is an extensive manufacturer, importer and dealer in surgical and orthopedical instruments of every description. The business is old-established, having been founded in 1837, by Mr. P. Madaria, the present proprietor succeeding to the control in 1882. Mr. Yarnall is the agent in Philadelphia for the Waite and Bartlett Manufacturing Company, of New York City, who make all kinds of electrical batteries, machines, etc., used in the medical profession. His stock is complete and comprehensive in every respect, embracing a full line of trusses, shoulder braces, abdominal supporters, elastic stockings, bandages, knee caps, belts and suspensories of every description, and many articles of especial merit for every kind of deformity. The trade and medical profession are supplied to the full extent of their wants not only throughout the United States, but also in Mexico, the West Indies and South America, and inducements are offered to customers as regards both goods and prices which cannot readily be duplicated elsewhere.

GEO. R. DILKES & CO., Forwarding Agents, No. 305 Walnut Street.—The principal feature in the remarkable development of the United States and that which is to continue its advances into the wonderful possibilities of the future, is the railroad. Initiated in 1829, the beginning of the following year found the whole railroad system barely aggregating twenty-three miles. To-day there are more than 100,000 miles of railroad, and still the great railway network is being pushed into new territories, so that it is impossible to determine when and where this system will culminate. The most extensive progress in railroad construction during the past few years has been in the south. The great establishments of Pennsylvania are constantly furnishing the various operations in that section with large quantities of steel rails, locomotives, passenger and freight cars and all kinds of railway equipment. A most important factor is the speedy transportation of this material from the point of manufacture to destination, at minimum cost to the purchasers. Philadelphia being in the heart of these industries with her coastwise vessel facilities furnishes an excellent channel for this. Through the enterprise of Messrs. Geo. R. Dilkes & Co., the well known forwarding agents, whose headquarters are at No. 305 Walnut Street, the most of this business is sent via. this port. Their thorough knowledge of the many details connected with this branch of transportation and their railroad connections north and south enable them to furnish a prompt and reliable means of moving these large shipments at the lowest possible cost. Mr. Geo. R. Dilkes, the head of this firm, is a Philadelphian by birth and a young and energetic business man whose close attention to the wants of his customers has made him many friends amongst southern railroad men and amongst capitalists in the north who are pushing the large railroad enterprises in that rapidly growing section.

E. D. COOK & CO., Dealers in Engineers' Supplies and Oils, No. 46 Water Street.—The growing demand for an improved grade of mineral, animal and seed oils and kindred lubricating products so noticeable of late years has, in the nature of things, resulted in placing upon the market a very superior article of the kind indicated. And in connection with these remarks, it may be here observed that some of our Philadelphia oil dealers and manufacturers have been signally successful in their efforts in this direction, among the others E. D. Cook & Co., No. 46 North Water Street, whose productions are in extensive and increasing demand in the trade, owing to their positive excellence. He manufactures a very superior quality of cylinder engine and wool oils, and is a general dealer likewise in all kinds of mineral, animal and seed oils, making a leading specialty of machinery oils, and his business, which is large and active, extends throughout Pennsylvania, southern New Jersey, Delaware, Maryland, West Virginia, Virginia and Ohio. Mr. Cook, who is a man in the prime of life, active, energetic and experienced in this line, was born in New York state, but has resided in this city since 1870. Mr. Cook is a man who is deserving of the success he has attained, not only on account of his business reliability and superior quality of his goods, but for his long service in the Union army and his numerous and honorable wounds received in the defense of his country. He occupies a high office in the G. A. R., and is held in high esteem by all who know him. The quarters here are ample and commodious, and a large stock is always kept on hand, while all orders for the trade receive immediate attention.

CLARENCE A. HART & CO., Importers and Manufacturers of Military Equipments, Society Goods, Regalia, Etc., No. 133 North Third Street.—The oldest and largest establishment in this city engaged in the importation and manufacture of military equipments, society goods and regalia, is that of Clarence A. Hart & Co. This house was founded in 1838, by Mr. Wm. J. Mfutzer, the present firm succeeding to the control in 1870. The building occupied for manufacturing and sales purposes contains four floors and a basement, 20x125 feet in dimensions, and unequalled facilities are afforded for conducting all branches of the enterprise under the most favorable auspices and upon the broadest scale. The manufacturing department is fully equipped with all the requisite appliances and devices for turning out first-class work, while steady employment is given to from twenty-five to fifty expert hands. This house is prepared to fit out whole

companies and societies with equipments and regalia at the shortest possible notice, and to furnish silk and bunting flags and banners, and all kinds of society badges for such organizations as the G. A. R., the Knights Templar, the F. and A. M., the I. O. O. F., the K. of P., the K. of H., the A. O. of F., the I. O. G. T., the S. O. T., the A. O. U., and others, for both funeral, festival, picnic, convention, parade, ball or exhibition occasions. None but the best materials are used, and the work is of the highest artistic merit, while the designs are the very latest, most unique and attractive. College, academic, athletic and military organizations in any part of the country are furnished with designs, on application, from which to make selections, and orders are received from all sections of the United States.

SAM'L. G. MACINTOSH, Leather and Shoe Goods and Manufacturer of Uppers, No. 103 North Fourth Street.—A leading headquarters for all kinds of finished leather and shoe goods in this city is the establishment of Mr. Samuel G. MacIntosh. He is also prominent as an extensive manufacturer of uppers, and has been established in the business here since 1841. The premises occupied for manufacturing and trade purposes are spacious in size. The general arrangement is systematic and convenient, and every facility is provided for the advantageous prosecution of the business. Manufacturers and the trade will always find here the most reliable supplies, and contracts for cutting out and manufacturing the uppers are promptly and satisfactorily fulfilled in all cases. By his enterprising efforts, and square dealing, Mr. MacIntosh has built up a large and lucrative business in all parts of Pennsylvania, Delaware and New Jersey. He bids fair to retain in the future the position he has worked so industriously to reach at the head of the leather trade of this busy metropolis. Orders are filled with the utmost promptness, and inducements are offered in reliability of goods and liberality of terms and prices which are rarely met with elsewhere. Mr. MacIntosh is a native Philadelphian, with an experience of fifteen years in his line.

PAYNE G. GREEN, Carpetings, Oil Cloths, Etc., No. 824 Arch Street.—In referring to the retail carpet trade of this city the house of Mr. Payne G. Green must be regarded as holding a position of weight and influence in this line, both on account of its lengthy existence and its extensive operations. The business was originally founded in 1847 by Mr. Evan Green. In 1871 he was succeeded by Mrs. M. S. Green, and in 1876 the present proprietor succeeded to the control, and has since conducted the business with steadily augmenting prosperity. The establishment is very desirably located at No. 824 Arch Street, the spacious premises occupied consisting of a store having a frontage of twenty-four feet, and a depth of two hundred feet, thus affording the most ample space for the display of goods, and giving customers the best of facilities for examining the same. The extensive stock carried embraces a splendid assortment of carpets of every kind and grade, from the finest Brussels, velvets and plushes down to the varieties, and also a comprehensive display of matting, rugs, druggets, oil cloths, etc. The assortment is always kept up to the highest standard. Mr. Green is a native of Lancaster County, this state, and has been a resident of Philadelphia for over thirty years.

STEWART CULIN, Broker in Syrups and Molasses, No. 127 South Front Street.—Among those contributing most extensively to the general sum of commercial activity in the line indicated in this city can be named Stewart Culin, who ranks among the leading and most responsible syrup and molasses brokers in Philadelphia. This business was originally established in 1850 by John Culin (deceased), who conducted the same up to 1879, when owing to his death which occurred at this period, his son and successor, the gentleman whose name heads the sketch, assumed control. He handles both raw and refined syrups and molasses, selling for producers and importers to refineries and dealers, and has a large, active trade, his transactions extending throughout the city, state, and surrounding states, and also to New York. Mr. Culin is a gentleman in the prime of life and a Philadelphian by birth, well and favorably known in commercial circles and in private life, and is a member of the Grocers' and Importers' Exchange.

JOHAN H. KENNEDY, Furniture Painter and Decorator, No. 112½ North Second Street.—Mr. John H. Kennedy is popular and widely known as an expert furniture painter and decorator. His experience has been a long and valuable one in this special business and he is perfectly familiar with all its details and carried it on for a period of four years in Baltimore, and afterwards for three years was with the Cook Furniture Company of this city. He commenced operations on his own account last year and is meeting with a success as pronounced as it is deserved. As a furniture painter and hardwood polisher and finisher and decorator, he is unexcelled, all his work being characterized by a neatness and elegance only attained by those who are master of the art. He occupies spacious premises 20x12½ feet in area, and is well equipped and prepared to take contracts for finishing furniture of every description in any shade or color desired, by the single piece or in any quantity and attends to hardwood finishing and polishing and furniture estimates. He makes a specialty of parlor, bedroom and household furniture and cabinet ware, doing the work on the premises and will send competent, practical workmen to any part of the city. Mr. Kennedy is the discoverer of the celebrated Kennedy's furniture polish, which is widely known as the best in the world for all finished surfaces. Mr. Kennedy who was born in Virginia is a straightforward business man, reliable and responsible.

DANIEL F. GILLIN, Printer, No. 717 Sansom Street.—The house which Mr. Daniel F. Gillin is now conducting as owner and proprietor, he has been connected with from the date of its foundation in 1866. It was established by Gillin, MacGuigan & Griffin and subsequently continued by Gillin & MacGuigan for a time and then by Gillin, MacGuigan & White. It again came under the control of Gillin & MacGuigan, and since 1876 has been carried on by Mr. Gillin who has enlarged the facilities and materially added to the importance of the house. The premises occupied are commodious in area and fitted up with the very best and latest improved presses and every facility for executing printing in all branches. Only thorough skilled competent workmen are employed. Besides general job and book and pamphlet and newspaper work, Mr. Gillin gives particular attention to fine commercial work and fine high class printing generally. He is the publisher of the Guardian Angel, a widely circulated religious weekly paper for young people. He is a native Philadelphian.

CHAS. H. HARTLEY & SON, Practical Electro Gold and Silver Platers, No. 781 Sansom Street.—This house is one of the best known in this vicinity and was established in 1876 by Medder & Hartley who conducted it until 1881, when Mr. Hartley started individually in business and admitted his son, Mr. J. W. Hartley, to an interest last year. Many improvements have been made and the premises are fully equipped. Both members of the firm are thorough masters of the art in all its branches and are well equipped for executing work in the very best manner. The dimensions of the premises are 25x75 feet and all the necessary appurtenances including electric appliances are provided and a number of expert hands are regularly employed. The firm make a special business of electro gold and silver plating for the trade and also replating and gilding on all kinds of metal and replating old ware and gilding watches and jewelry which is done in the very highest style of the art. Both members of the firm are well known. Mr. Chas. H. Hartley was a soldier during the war and served gallantly for three years at the front. He is a member of the Veteran Legion and the G. A. R.

CHAS. H. STOIY, Shipper and Wholesale Dealer in all kinds of Fish, Nos. 11 and 12 Delaware Avenue Market, Dock Street Wharf—Engaged in the wholesale commission trade in fish, is the widely known and popular house of Mr. Charles H. Stoy. Before this business came under the management of Mr. Stoy it had been conducted with spirited enterprise and success for a period of twenty-one years by Mr. A. Burr, whom Mr. Stoy succeeded more than a score of years ago. Mr. Stoy occupies commodious premises that are in every way admirably adapted for the successful carrying on of his important and extensive business, which consists of the wholesale handling of all kinds of fish on

commission. Daily he is in receipt of heavy consignments, and shippers are offered quick sales and prompt and satisfactory returns for all goods entrusted to him for disposal, while he has the best of facilities for meeting the demands of the trade with dispatch at the lowest market rates. Four assistants are kept busy in attending to the orders of customers, and nothing is left undone that will increase the satisfaction of patrons. Mr. Stoy is a native of Philadelphia, and is well and favorably known in this city as a merchant of rare business tact and ability.

TDILKES, Clothes Renovating Establishment, No. 154 North Ninth Street.—A period of more than thirty years marks the history of the widely known and popular dyeing and clothes renovating establishment successfully conducted by Mr. T. Dilkes which is claimed to be the oldest dyeing house in the city. It was founded in the early part of 1859 by Mr. Dilkes, who has resided in this city for the past forty years, and who has had more thoroughly practical experience in all branches of the business than any other man in the trade. The premises occupied comprise a four-story brick building, 20x90 feet in dimensions. The store and office on the first floor are fitted up in a very elegant and appropriate manner, and contain a fine display of the fine work done under the proprietor's supervision. The upper floors are devoted to dyeing, cleaning, scouring and renovating of all kinds of ladies' and gentlemen's wearing apparel, gloves, leathers and fabrics of all kinds. Every description of velvets, silks, satins, woolen goods, crape shawls, etc., is colored to any desirable shade with the finest lustre and finish. Particular attention is given to the cleaning of all kinds of ladies' and gentlemen's garments, silk and velvet dresses, broche shawls, also to the cleaning and re-bleaching of crape shawls, lace collars, etc. By the dry cleaning process ladies' suits are, without ripping or removing the trimmings, made to look equal to new. Garments are also repaired in the best manner and altered to the latest styles. Nine hands are employed and a brisk trade is done. Mr. Dilkes is a native of Gloucester county, New Jersey.

FOWLER, Photographer, No. 238 North Eighth Street.—A prosperous and reliable establishment in Philadelphia is that of Mr. B. W. Fowler, the popular photographer. Mr. Fowler was born in the town of Woodbury, N. J., and from there went to the city of Lancaster this state, where he learned this business in his brother's celebrated establishment, and inaugurated this enterprise on his own account in 1883. The premises occupied are spacious and commodious, comprising the second and third floors of a fine three-story brick building which are easy of access, with reception and operating rooms, etc., on the second floor, all of which are handsomely arranged and fully equipped with all the latest improved appliances known to the art, and Mr. Fowler is capable of taking any size or style of picture from the smallest miniature to the largest heroic life size. His productions are splendid works of art, true and lifelike, and elegantly finished. He is also prepared to execute portraits in oil, water colors, pastel, crayon or India ink in the highest style of art from original pictures or from life, at very reasonable prices, satisfaction being guaranteed in all cases. He is an energetic business man, and thoroughly devoted to his art.

JOHAN MARTEL, Hat and Bonnet Bleacher, No. 928 Arch Street.—This gentleman is a native of Paris, France, where he received a thorough and effective training in his business. In 1876 he took up his residence in Philadelphia, and in 1888 embarked in business on his own account. From the start to the present he has been accorded a most liberal and substantial patronage, and his custom is constantly increasing. His business premises comprise the second floor of a spacious four-story brick building and this is provided with all necessary appliances and conveniences for the successful prosecution of the business. Owing to the unsurpassed facilities he enjoys, he is enabled to make the most favorable quotations. He has also a large and increasing patronage from the wholesale houses, and also from all classes of the public, in the dyeing, cleaning and curling of ostrich and other feathers, and in the bleaching, pressing and dyeing of hats and bonnets of all kinds. Ten hands are employed and the service is prompt and satisfactory.

R. P. STEWART & CO., General Commission, Fancy Fruits and Southern Vegetables Etc., No. 216 North Delaware Avenue.—An honorable and successful career of twenty-six years has given the well known commission house of R. P. Stewart & Co., at No. 216 North Delaware Avenue, a deservedly high standing in the thoroughfares of commerce and trade in this great metropolis. The proprietor, Mr. Stewart, established the business here in 1863, handling consignments of foreign and domestic fruits and southern produce, and his house has been conducted on business principles which have earned for it the prominence it now holds in the trade. The premises occupied for storage and sales purposes are spacious in size, and every modern convenience is provided for properly preserving and effectively handling the heavy stock of fruits and vegetables necessarily carried to meet the immediate demand of the host of permanent patrons of the house in this city and elsewhere. Consignments are received daily from the best producing sections of the country and from the most noted foreign fruit growing communities. The house has the most advantageous arrangements with fruit growers for securing supplies, and are thus enabled to offer the trade, terras of an exceptionally favorable character. The transactions of the house are exclusively of a wholesale character and business is done on a strictly cash basis. The leading specialties handled are fancy fruits and southern vegetables. Mr. Stewart is a native of Maryland, a prominent member of the Philadelphia Produce Exchange and for years a member of its board of directors, and a public spirited, enterprising business man who has done much to enhance the commercial fame of this city.

H. C. BODEN & Co., Scientific Opticians, Southeast Corner Walnut and Thirteenth Streets.—Keeping pace with the march of progress in science and art, very notable improvement has been effected of recent years in the devices intended to increase power of vision and restore impaired sight. What with invention, discovery, and the marked development of skill, a comparative degree of perfection has been reached in optical goods. A gentleman who has won an A1 reputation for judgment and skill in this line is Mr. H. C. Boden, the active proprietor of the firm of H. C. Boden & Co., whose establishment is located at the southeast corner of Walnut and Thirteenth Streets. This is a new establishment, the business having been inaugurated in April, 1889, and a large and strictly first-class patronage is being developed. The fine store occupied is spacious and handsomely appointed, and contains a large, superior stock. The extensive assortment embraces telescopes, microscopes, lenses, opera glasses, field and marine glasses, philosophic and scientific instruments, spectacles, eye-glasses and optical goods in great variety. Mr. Boden has had thorough experience in his vocation for the past eighteen years and gives his personal attention to all branches of his business, the factory being situated on the same floor with the store enables him to look after every detail and insure promptness, all orders being executed in the most workmanlike and finished style, while the charges are of the most reasonable character. Special attention given to oculists' prescriptions. Mr. Boden is a native of Illinois, and came to Philadelphia five years ago, since which time he has won a host of friends through his courteous bearing, and his many excellent traits of character. We predict for his enterprise a permanent success.

F. J. REUTLINGER, Steel Stamp Cutter, No. 57 North Seventh Street.—An industry of considerable importance in its essential relation to the trades, is that of steel stamp cutting, and every large business community has its representative house engaged in this line. One of the oldest and most prominent establishments of the kind in this city is that conducted by Mr. F. J. Reutlinger, of No. 57 North Seventh Street. This gentleman, who is a native of Germany, came to Philadelphia forty years ago and in 1840 founded the enterprise that he has since carried on with such distinguished success. The premises which he occupies are equipped in the most thorough manner with all requisite mechanical appliances and appurtenances, and employment is given a number of highly skilled artisans. Mr. Reutlinger is himself thoroughly skilled in every detail of his vocation and he carries on general operations in manufacturing trade marks, figures, names, etc., on chilled steel, the same being

adapted for cutting names and marks in iron or steel, the branding being effected by a blow from a hammer. The goods are made in a very superior manner and are unsurpassed by anything of the kind obtainable. The trade supplied extends to all parts of Pennsylvania, Delaware, New Jersey and Maryland, and the best of facilities are enjoyed for promptly meeting all wants in a satisfactory manner. Mr. Reutlinger is a pleasant business man with whom to have transactions, meets all his engagements in an honorable, conscientious manner, and to those who require anything in his line, his establishment is most earnestly recommended.

N. ICE & SCHREIBER, Produce Commission Merchants, No. 16 South Water Street.—This firm makes a leading specialty of handling butter on commission, and are among the most prominent dealers in this line in the city. The business was established in 1863, by Mr. Abraham Nice, the present firm being organized in 1884. The premises occupied for trade purposes are spacious in size, and are provided with cold storage rooms and every modern convenience for the storage and perfect preservation of the choice and valuable supplies. The goods are received direct from producers and first hands, and with a ready market established, all consignments are quickly placed and prompt returns are made. Orders for fresh and desirable goods are filled with the utmost dispatch, either from the store or direct from the producer, and the highest satisfaction as regards both quality and prices is always assured. The firm are widely known throughout the south and west as one of the most reliable and successful in the trade in this city, and they are commended to shippers and others as a house with which business relations will invariably prove both pleasant and profitable. The co-partners, Messrs. W. S. Nice and George A. Schreiber, are native Philadelphians, prominent members of the Produce Exchange, Mr. Nice being a director of the same.

H. COOPERMAN, Manufacturer of Brushes of all Kinds, No. 141 North Second Street.—A model establishment of its kind is that of Mr. H. Cooperman, the well known brush manufacturer. Mr. Cooperman is a practical man who has had ten years' experience in his business, and who gives his personal attention to all orders. He is familiar with every detail of the brush maker trade, and no inferior work is ever permitted to leave his factory. A large stock of all kinds of machine, window, house and a general line of toilet brushes is constantly kept on hand, and Mr. Cooperman's facilities enable him to keep his prices always as low as those of other manufacturers, and in many cases to offer inducements to customers which could not be found elsewhere. The store is 20x69 feet in dimensions, the factory being located in the rear portion. The establishment is equipped with everything requisite to the conduct of a large trade. Mr. Cooperman, who is a native of Germany, has resided in Philadelphia eight years. His present business was established six years ago, and his energy, perseverance and through knowledge of the requirements of the trade soon made it a success. Mr. Cooperman is a member of the Lone Brother's Society of Philadelphia.

K. AUFMAN & RUBIN, Novelty Underwear Company, Manufacturers of Ladies' Underwear, and Children's Dresses, No. 14 North Fourth Street.—This firm enjoy a national reputation as extensive manufacturers of ladies' underwear and children's dresses. They succeeded the firm of M. Kaufman & Co., in 1888 which had been established in the business here since 1883. They occupy four floors, 25x100 feet each, and give employment in the building to seventy-five hands and to an equal number outside. Their qualifications for the manufacture of these goods are of a superior character, while their facilities are absolutely perfect for insuring both rapid and successful production. They are known in the trade as making the finest infant's dresses and ladies' underwear on the market, which are simply perfection in material, style and artistic workmanship, and as perfect examples of the latest Parisian, London and New York fashions, they command the admiration of the elite wherever introduced, and are preferred by dealers in many markets over all other makes. With a trade national in its extent and with ample resources at its command, this house is recognized as an important factor in the development of the industrial interests of this great metropolis.

JOHAN FAERING, Inspector-in-chief of Grain for the Commercial Exchange, Room No. 7, Chamber of Commerce Building, No. 133 South Second Street.—The magnificent development of the grain trade of Philadelphia during late years is greatly due to the excellent grading and inspection system now in force, and which works so smoothly and satisfactorily, owing to the talented management of the gentlemen in charge. The inspector-in-chief of grain for the Philadelphia commercial exchange is Mr. John O. Faering, who has filled this responsible office since 1877. Mr. Faering is a native of Philadelphia, and has been connected with the grain business for a quarter of a century. For about ten years he was the superintendent of the Philadelphia grain warehousing and drying company's elevator, at Washington Street Wharf, being a gentleman of superior talents and excellent judgment, and having daily to deal with all kinds of grain coming from all parts of the country, he became acknowledged authority on the quality and grades of wheat, corn and other kinds of grain; and when the new system of grading grain was put in force, he was, without hesitation, appointed inspector-in-chief of grain by the Commercial Exchange. His office has been filled with unqualified satisfaction, laboring conscientiously to faithfully discharge the unusually onerous and critical duties thus devolving upon him. Mr. Faering has in his service from eight to ten deputy inspectors. Every lot of grain coming to hand is carefully inspected and then graded accordingly, and on Mr. Faering's certificates all sales of graded grain are made. The system works well. Everything goes along harmoniously, and the members of the grain trade and the public at large are reaping the benefit. Mr. Faering is a member of the Commercial Exchange, is an energetic and courteous gentleman, in the early prime of life, whose force of character and ability well fit him for the position he occupies.

JOHAN D. WHALEY, General Job Printer, No. 510 Minor Street.—This enterprise was first organized in 1871 by Mr. W. L. Bayliss who died in 1886 and whose widow in 1888, formed a partnership with Mr. John S. Whaley, under the style of Bayliss & Whaley. In January, 1890, Mr. Whaley purchased his partner's interest and became the sole proprietor. He is a practical printer of long experience, and is considered an expert in his trade. The premises occupied comprise a fine office occupying the whole of the second floor, which has an area of 25x60 feet, and is equipped with six cylinder and job presses operated by steam power. There is a splendid extensive assortment of types, embracing all the latest styles and designs, and new fonts are added as they are produced by the type foundries. All the accessories of the office are complete and perfect, and a staff of ten skilled and experienced operatives are in constant service. The specialty of the business is fine mercantile printing and job work, in which a large patronage is enjoyed throughout the city and vicinity. This house from its very inception, has aimed to produce the most artistic work, while the mechanical execution cannot be excelled, the prices governing all work turned out comparing favorably with those of any other house in the trade. Mr. Whaley and his staff are at all times prepared to produce at brief notice any description of printing from a card to a newspaper or a book, and to afford the fullest satisfaction. Mr. Whaley, is a native of the city, and a young, energetic, pushing man of business.

EDWIN E. SENTMAN, Papers, Twines and Binders' Boards, Waste Papers and Bags, No. 18 Decatur Street.—The uses to which paper is applied have been wonderfully multiplied, making the industry one of the first importance in every large community. A prominent and popular source of supply in this line in Philadelphia is the paper and twine warehouse of Mr. Edwin E. Sentman. This house was established in November, 1881, by Mr. R. A. Sentman, who had for twenty-five years previously been a member of the firm of Rudolph & Sentman, in the same line. His son, Mr. Edwin E. Sentman, succeeded his father in April, 1889. The premises occupied for trade purposes comprise an entire five-story building, 25x100 feet in dimensions, supplied with every convenience for the rapid manipulation of affairs and the storage and preservation of stock. The lines carried are book, news, manilla, wrapping and building and roofing papers, while the assortments are kept so complete in every department that the

house is a favorite headquarters for the purchase of supplies among dealers in all parts of the country. The stock is secured from manufacturers direct, and the field has been cultivated so industriously and ably that most valuable advantages are enjoyed by the house enabling it to offer the best productions at the lowest prices known to the market. The business is broadly distributed throughout the United States. Mr. Sentman is a native Philadelphian, reliable, responsible and liberal in all his dealings.

W. C. HENSZEY, JR., Importer of Japanese Goods, No. 628 Arch Street.—A gentleman who has long held a prominent position in the trade as an importer of Japanese goods is Mr. W. C. Henszey, Jr. Mr. Henszey founded his enterprise in 1877, and has since built up a large, desirable trade. The extensive premises occupied consist of a building having the spacious dimensions of 25x130 feet, and the place is admirably fitted up and arranged for the display of goods. The heavy stock carried embraces a comprehensive assortment of Japanese goods of every description, including fans of all kinds, shades, a specialty is made of screens, vases, finely carved old ivory articles in profuse variety, and an innumerable assortment of useful and ornamental goods. These are imported direct from the leading sources of production through his agent in Japan and are the choicest selection of goods of the kind obtainable in the market. Both a wholesale and retail trade are supplied. Mr. Henszey, who was born in this city, is a lineal descendant of one of the oldest Philadelphia families, and traces his ancestry back to the time of William Penn. His great-grandfather had the distinction of building the first store and warehouse of any note in this city, and since then his descendants have ever been foremost and active in promoting the commercial and industrial development of the community. Mr. Henszey is also connected by marriage with one of the most prominent families of Philadelphia being son-in-law of Thomas MacKeller, Esq., of the MacKeller, Smiths & Jordan Co., type founders.

EDWIN R. MANN, Steel, Iron, Iron Ores, Etc., No. 147 South Fourth Street.—A representative house in this city engaged in supplying the trade with steel, iron and iron ores, is that of Mr. Edwin R. Mann, who has been connected with the business for the last ten years, and established his present agency here in 1887. He has become deservedly prominent and popular in trade circles as a manufacturers' agent, commission merchant and wholesale dealer in the above-named goods. He is agent for Isaac McHose & Sons, of Norristown, Pa., manufacturers of acme pig iron; the Riverside Iron Works, of Wheeling W. Va., the Linden Steel Company, of Pittsburg, Pa., the Arnold Ore Company and others. He is also sales agent for numerous celebrated manufacturers of English and Swedish iron, and exporters of foreign ores. He is prepared to furnish iron and steel in all shapes. The superiority of the goods handled, and the rare business capacity, ability and enterprise that characterize the management, together with a keen foresight and thorough knowledge of every feature of the trade, have combined to give this agency a prestige and popularity in the trade rarely equalled in this line, and a large and influential business has been developed throughout Pennsylvania, New Jersey, Delaware and the west.

GEORGE HALL, JR., Real Estate and Loan Broker, No. 251 South Fourth Street.—For half a score of years Mr. George Hall, Jr., has been closely identified with the real estate business in this city. He is well known as a thorough expert in all matters connected with his profession, and is an authority on the present and prospective values of business and residential property in all sections of the city and vicinity. He carries on a general business as a real estate and loan broker, buying, selling, exchanging, leasing and letting properties of all kinds, negotiating loans on bond and mortgage, taking entire charge of estates, effecting repairs, securing responsible tenants, etc., and keeping the property in the highest state of productiveness. He is always reasonable in his charges, and performs all commissions in a faithful, efficient manner. His enterprise has from the outset been accorded a very substantial and influential patronage. Mr. Hall is a native of Philadelphia and a young, energetic, reliable man of business.

MARIS & SMITH, Bankers and Brokers, No. 26 South Third Street.—This house has manifested more than ordinary public spirited enterprise in its scope and methods, and has achieved a most enviable reputation with leading operators and investors. Both are active members of the Philadelphia Stock Exchange, materially contributing to the enlargement of its volume of transactions, and who have ever accorded a hearty support to all measures best calculated to advance its permanent welfare and usefulness. Mr. Smith is also a member of the New York Consolidated Stock and Petroleum Exchange, affording direct facilities for dealing in all securities listed in New York. The firm transact a general banking and brokerage business, receiving accounts of banks, bankers, and individuals on favorable terms, buying and selling foreign and domestic exchange, making collections, etc. Purchases are made for cash or on margin of all securities dealt in, also grain and petroleum. Their offices are convenient, and supplied with stock indicators, blackboard and everything to keep customers apprised of the movements in stocks, oil, etc. The firm do a business of great magnitude, and are worthy exponents of the Philadelphia stock and money markets.

ABENDROTH & ROOT MANUFACTURING CO. Wrought Iron Sectional Safety Boilers, Etc. Philadelphia Office, No. 149 North Third Street, Villars Merrill, Manager.—A representative and widely known concern extensively engaged in this important trade, is that known as Abendroth & Root Manufacturing Co., whose Philadelphia office, under the able and careful management of Mr. Villars Merrill, is situated at No. 149 North Third Street. The Abendroth & Root Manufacturing Co. build promptly to order wrought iron sectional safety boilers and spiral riveted seam pipe for city water works, hydraulic mining, exhaust steam heating, ventilating, blower and leader pipes. The company undertake contracts for all descriptions of boilers, etc., and are just completing the boilers of the Edison Electric Light Company on Sanson Street. All orders are promptly and faithfully filled by the company at the lowest possible prices, and its trade now extends throughout all sections of the United States, Canada, Mexico, South America and Cuba. Mr. Villars Merrill, the manager, has had many years experience in the manufacture and sale of steam boilers, etc., and is as widely known for his ability and skill, as for the just manner he attends to the interests of patrons.

D. M. LANE'S SONS, Coachmakers, No. 1708 Chestnut Street.—The business was established in 1850 by the late Mr. D. M. Lane, who became early celebrated as the successful competitor of Brewster & Co., of New York, for high class patronage. This enviable distinction the house has ever since retained, and is to day the leading exponent in its line. In 1874, Mr. Lane took his son, Mr. Millard F. Lane into copartnership under the style of D. M. Lane & Son. Upon the lamented decease of Mr. D. M. Lane in 1883, after a long, honored and useful career, the firm of D. M. Lane's Sons was formed retaining his name, the partners being Messrs. Millard F. and D. Morton Lane. Their factory is located on Market Street, Nos. 3422 to 3438, and is of large size and fully equipped with the latest improved machinery and appliances affording employment to an average force of from 100 to 125 skilled hands in the various departments. Quality has ever been the firm's first consideration, and it has ever selected its materials with the utmost care and soundest judgment. At No. 1708 Chestnut Street, they have a repository, where are displayed several styles of their vehicles, resplendent in elaborate finish, and which we have yet to see duplicated.

P. E. MURTHA, Manufacturer of Plain and Fancy Paper Boxes, Etc., No. 18 North Fourth Street.—One of the most useful industrial enterprises which have sprung into existence in modern times is that of the manufacture of paper boxes. Our fathers remember the birth and infancy of this industry, which, by degrees, has grown to enormous proportions and become an indispensable one. Prominent among those controlling a large business, and admirably equipped for doing it, is that of Mr. P. E. Murtha, located at No. 18 North Fourth Street. This gentleman was born in Ireland, and when a child, forty years ago, came with his parents to reside in Philadelphia, and this city has ever since been his home. Sixteen years ago he established

himself in the paper box making trade on Third Street, where he remained until 1887, when he removed to his present commodious premises at No. 18 North Fourth Street. The mechanical equipments of the establishment are first class, and of the latest improved and most efficient character. The goods give satisfaction; the prices are appreciated; the service is prompt; and the business methods honorable.

FRANCIS B. V. JAHN, Manufacturer of Medals, Bridges, Etc., No. 506 Race Street.—There are few identified with this trade in the "City of Brotherly Love," who have had a longer connection with the art than the gentleman who forms the subject of this sketch. We allude to Mr. Francis B. V. Jahn, of No. 506 Race Street. This gentleman was born in Germany seventy-three years ago, and there learned his trade, which he has closely followed for the past fifty-five years. It is now forty-five years since he came to reside in Philadelphia, and for a quarter of a century he has been in business on his own account, at his present location. Here he has suitable premises, amply equipped with all necessary appliances, and here he does a fine business in manufacturing medals and badges for Masons, Knight Templars and other societies, metal hat fronts and badges for fire companies, etc., and in gold and silver electroplating.

S. GIFFORD SLOCUM, Architect, No. 902 Walnut Street.—This popular architect was born at Saratoga, N. Y., where he now has a branch office, and where in the course of many years' practice he has designed and superintended many of the most handsome edifices in that fashionable summer resort. In 1887 he came to Philadelphia and opened his present office at No. 902 Walnut Street, and here he has gained a very substantial and influential business connection. During the intervening period he has by his works proved himself an eminently capable and skillful professional man, ardently devoted to his work, and conscientiously discharging his duties towards those who favor him with commissions. His plans and estimates are prepared with great care and accuracy, and are prepared with an extended knowledge of qualities and values, as well as a large, scientific and mechanical experience. He has achieved great success, both as regards exterior elegance and the equally important details of the interior, embodying at the same time, all the suggestions and requirements of the owner.

D. B. MARTIN, Hides and Skins, Nos. 422 & 424 North Third Street.—The most extensive house in Philadelphia engaged in handling hides and skins, is that of Mr. D. B. Martin and was established by him eighteen years ago. His warehouse and wool pulley on North Third Street are five stories high, 60x120 feet in dimensions. The various departments are fully equipped with modern appliances, apparatus and machinery operated by steam power. In Philadelphia, Mr. Martin employs sixty, and in Baltimore twenty experienced workmen. Mr. Martin is the largest dealer of hides in Philadelphia, and last year sold 200,000 hides of cattle. He makes liberal advances on consignments of hides and fat, and guarantees at all times prompt sales and immediate returns. He has had great experience in the hide trade, and is eminently reliable, honorable and successful, promptly meeting every demand of his steady increasing business throughout all sections of the country.

J. G. SALTER, French Plate Mirrors, Picture Frames, Etc., No. 911 Market Street.—Prominent among the representative and enterprising members of the picture frame and mirror trade in this city is Mr. J. G. Salter, who established this business twenty-three years ago, and has developed it at a progressive ratio indicative of his energy and of true artistic conception of what is striking, original and beautiful. He manufactures and keeps constantly in stock French plate mirrors in especially handsome designs for parlor, library or hall, also, mirrors for all business purposes. He uses none but the best materials, selecting them with the greatest care, and gives his close personal supervision to all the processes of manufacture, thus insuring reliability of workmanship and uniform excellence. The premises occupied comprise a spacious five-story building 20x120 feet in area, and the trade of the house extends throughout the entire United States.

HOVER'S INK MANUFACTORY, Chas. P. Brooks, Proprietor, No. 416 Race Street.—This establishment dates its history back to the year 1841, when it was founded by Mr. Joseph E. Hover, who remained at the head of the enterprise for forty-five years, and during that time made his name known and his writing, copying and marking inks famous in almost every office and home over a large section of the Union. In 1886 Mr. Charles P. Brooks became the proprietor of the business, and under his vigorous management the trade of the house, the old name of which has been retained, has been considerably further developed. The premises occupied comprise an entire building, 25x100 feet in dimensions, and these are provided with all the necessary appliances and conveniences for the successful carrying on of the enterprise, which consists of the manufacture of writing, copying, colored and other inks for every conceivable purpose, also mucilage, hair dye, etc. An ample force of hands are employed to meet all emergencies, and the products of this establishment are disposed of to jobbers and dealers all over the country. Hover's inks, mucilage and hair dye are known far and wide for their uniform excellence and superiority over all other similar goods placed upon the market. Price lists are furnished to the trade on application. Mr. Brooks is a native of Philadelphia and a pleasant gentleman to form business relations with.

C. S. POWELL, Dealer in Watches, Diamonds, Jewelry, Etc., No. 631 Chestnut Street.—A leading house in its line of trade, though one recently established, is that of Mr. C. S. Powell, the well-known jeweler of No. 631 Chestnut Street. Mr. Powell's store is situated on the second floor of the building mentioned, and is very nicely fitted up. A large and carefully selected stock of watches, diamonds and jewelry is constantly carried, and purchasers may rely upon the fact that Mr. Powell's prices will at all times be found as low as those of any other establishment. A specialty is made of fine watch repairing, and in this line Mr. Powell has gained a deservedly high reputation. A large amount of work is done for the trade, especially in the manufacture of society and general emblems. The trade of the house is both wholesale and retail, and extends throughout Pennsylvania, Maryland and Delaware. Mr. Powell is himself a practical jeweler with thirteen years' experience in the business. He is a native of Canada and has been a resident of Philadelphia six years. His present business was established four years ago. Mr. Powell is not only a thorough master of his trade, but a shrewd practical business man.

PAUL F. SAUTTER, Confectioner, No. 1610 Spruce Street.—The business of the confectioner is an important one requiring tact and skill to cater to the taste and demands of a fastidious community like that of Philadelphia. And among the many engaged in the vocation there are none who have greater experience or give better satisfaction than Mr. Paul F. Sautter of No. 1610 Spruce Street. He is a German by birth and has had a practical experience extending over 29 years in the business and established himself in the city at the corner of Sixteenth and Chestnut Streets, in 1868, and in 1883 on account of increased patronage removed to the very desirable location now occupied. The premises are very conveniently arranged and admirably fitted up and contain every convenience for conducting the business on a large scale. Mr. Sautter makes a specialty of plain and fancy cakes and ices of all flavors, meringues, nesselrode pudding, St. Honores, charlotte russes, bombe glacée, crème pratinas, burnt almond cream, montrose pudding, biscuits glaces and table ornaments, supplying hotels, families, parties, dinners, weddings, etc. He caters to the wants of the best class of patrons and has established a good substantial business. He enjoys a wide reputation as one of the best confectioners in the city.

A. M. MARTIN, Fancy Goods, Toys, Baskets, Etc., Northeast Corner Eighth and Market Streets.—Mr. Martin inaugurated his enterprise at this same address some forty years ago, and from a small beginning has steadily progressed until now he is the acknowledged leader in his line. This success has been accomplished through his inviolable rule of handling none but first class goods, of meeting all engagements promptly, and of dealing with all his patrons in a liberal, equitable manner.

The premises occupied are comprised in a building having six floors and basement, 25x125 feet in dimensions, and admirably appointed throughout. A mammoth stock is carried in all the departments, the assortments embracing every description of toys, both large and small, fancy goods, useful and ornamental articles, wooden ware, tin ware, purses and leather goods, novelties, and a very large variety of baskets of all kinds. In fact, the establishment is noted for its low prices and excellent goods. Mr. Martin, who was born in this city, enjoys the fullest respect of all his fellow-citizens.

D. S. DENGLER, Confectioners' Supplies, No. 110 Market Street.—This house has been in successful operation since 1862, and enjoys an extensive wholesale trade throughout all the states east of Chicago. The premises occupied for trade purposes comprise a four-story building, 20x100 feet in dimensions, which is stocked to repletion with new, choice and desirable goods. The proprietor is a direct importer and jobber of French fruit glace, fruits, and nuts of all kinds, and in glucose and cocoanuts which are some of his specialties, there are but few houses in this country that exceed his sales. His flavoring extracts of which he is one of the largest manufacturers in the city, are widely known and regarded as the best for confectioners' use. During the summer months when the confectionery trade is usually dull his house makes quite a transformation scene from a supply house to an extensive jobber in fire-works, while he carries a full line during the entire year. During May, June and July, all other goods are made secondary to this one particular branch of his trade. In every department the goods here displayed are of the highest standard of excellence, and are offered to the trade at terms and prices which are safe from successful competition. The enviable reputation achieved by the proprietor in trade circles indicates how ably and faithfully he has met the requirements of his host of patrons. Mr. Dengler is a Pennsylvania man by birth and training, and a resident of this city for the past thirty years.

R. C. GARRETT & CO., Fruit and Produce Commission Merchants, Butter, Eggs, Poultry, Game, Pork, Live Stock, Etc., No. 314 South Front Street.—The Messrs. Garrett & Co., are wholesale commission merchants for the sale of fruit and country produce of all kinds, handling butter, eggs, poultry, game, pork, live stock, etc., as well as vegetables, berries, peaches, grapes and kindred products in their season, and are doing a large, active trade. The firm occupy commodious premises, and keep on hand always a heavy stock, receiving from various points throughout Pennsylvania and the states adjoining and all consignments placed with the house are certain to be handled in the most judicious and satisfactory manner. Consignments are solicited, and prompt returns made therefor in every instance, while liberal advances are made on the same. This pushing and prosperous firm was established in 1875, and its career from the first has been an unbroken record of success. Mr. Garrett, who is the sole member, the "Co.," being nominal, is a gentleman of middle age, and was born in Maryland, and has an excellent reputation in the trade.

J. & W. MCCAULEY, Steam-Power Packing Box Makers, Factory, Nos. 636 and 638 Filbert Street.—The oldest established house in Pennsylvania engaged in this line, is that of Messrs. J. & W. McCauley of this city. The firm founded their enterprise in 1857, and through the application which they have brought to bear in the management of their affairs, their liberal business policy, and the excellence of their productions, they have long enjoyed a first-class trade, having connections with the leading mercantile houses of the city and its vicinity. Their factory is comprised in two floors, 30x50 feet, equipped in the most complete manner with steam working machinery, and all necessary mechanical appliances, and steady employment is furnished ten expert workmen. The firm manufacture packing boxes of all sizes and styles, their goods are made in a strong substantial manner, and are furnished at the most reasonable prices. All orders are promptly filled and satisfaction guaranteed in every instance. The Messrs. McCauley, though born in Great Britain, have lived in Philadelphia since 1850, and are favorably known to our citizens.

MERIDEN FIRE INSURANCE CO., Meriden, Conn.: Chas. T. Evans, Agent, No. 323 Walnut Street.—Among the most reliable and popular insurance agents of Philadelphia is Mr. Chas. T. Evans, whose office is located at No. 323 Walnut Street. This gentleman is especially prominent as the agent in this city for the North American Insurance Company, of Boston, and the Meriden Insurance Company, of Meriden, Conn. He has been established in the business here since 1860, as a general insurance broker, for both fire, marine, life, plate glass, boiler and accident risks, and in 1887 was appointed the agent for the above-named companies. The North American, of Boston, has a cash capital of \$200,000, and at the close of the last year its assets amounted to \$387,420.85; total liabilities, \$127,332.83; surplus as regards policyholders, \$260,088.02. The Meriden, of Meriden, Conn., has a cash capital of \$200,000, and on January 1, 1893, its assets were \$362,945.73; net surplus to policyholders, \$276,645.43; losses paid to date, \$1,335,346.31. Mr. Evans is prepared to effect fire and marine insurance to any amount on desirable risks at minimum rates of premium in companies whose policies are incontestable, and such is his ability and worth as an underwriter that his operations extend throughout all the city and surrounding country, and the volume of his business has attained most important proportions. In his keeping the weighty interests of patrons and correspondents are well and faithfully conserved, and in his watchfulness, sound judgment and correct business methods the fullest confidence is always justified and obtained. He is a reliable authority on all questions of insurance, and in mercantile and financial circles he is accounted a thoroughly competent and responsible underwriter, whose connections and facilities give him the most favorable opportunity for successful and satisfactory work. Mr. Evans was born in the state of Maine, is still in the prime of life, a member of the Tariff Association, a trustee of the American Life Insurance Company, of Philadelphia; and honored and respected in financial, commercial and insurance circles for his marked ability and sterling worth.

ALEXANDER SHEPPARD, Tea Warehouse, Southeast Cor. Eighth and Walnut Streets.—One of the oldest, and certainly one of the most reliable and representative houses in the tea trade in the city, is the one located on the southeast corner of Eighth and Walnut Streets, and successfully conducted by Mr. Alexander Sheppard. The history of this noted house goes back to the year 1803, when it was established by Mr. James R. Webb, and at his death he was succeeded in the business by his son, who conducted it for many years under the style of James R. Webb's Son. On the death of the latter his daughters and nephew carried on the enterprise until 1881, when Mr. Sheppard became the proprietor. Under his direction the business has prospered and grown, and the house is one now doing a vast business in teas of all kinds at wholesale and retail. The commodious store utilized for the business is very tastefully fitted up and arranged, and there is carried an immense stock of teas of the finest brands, imported direct from the sources of production by Mr. Sheppard, who brings excellent judgment and long experience to bear upon the management of his enterprise. The house enjoys every facility that can contribute to the success of the enterprise and the satisfactory fulfilment of all orders, and four assistants are in permanent service. The characteristics which regulate the business policy of the house are such as to entitle it to universal consideration, and the extent of its operations, has made it very prominent in the city, while the inducements offered to purchasers are of the most advantageous character. Mr. Sheppard was born in Ireland, and for the past twenty years has resided in Philadelphia. He is highly esteemed and respected for his strict probity by a large mercantile circle, and is regarded as a sound business man and upright citizen.

THEO. LEONHARDT & SON, Commercial Lithography, Nos. 324 and 326 Chestnut Street.—The improvements that have been made in lithography since the art was invented by Senefelder, are well seen in the notable work which emanates from the house of Theo. Leonhardt & Son, of Nos. 324-326 Chestnut Street. The business of this house was founded in 1851 by Mr. Leonhardt, and in 1871 he admitted to partnership his son, who is named Arno Leonhardt. In 1877 the surviving partner died, after a long, useful and honorable life, and the business has since been

conducted by the surviving partner under the present firm name. The premises occupied comprise three spacious floors, each of commodious proportions, and the place is fully equipped with the most improved steam and hand power presses, and all appliances peculiar to this industry. Employment is furnished a force of thirty experienced hands, and commercial lithography in all its branches is carried on, the productions including bonds, certificates of stock, checks, diplomas, cards, letter-heads, labels, etc. A specialty is made of strictly first class work, and in its products the house cannot be surpassed by any contemporaneous concern, the output being remarkable for artistic beauty and fineness of finish. The patronage is derived from all parts of the United States. The firm were awarded the silver medal at the Maryland Institute in 1878, and was awarded the diploma at the Pennsylvania State Fair in 1879, and the facilities of the establishment enable the proprietor to fill all orders at shortest notice, and upon the most satisfactory terms. Mr. Leonhardt is a native of this city, and is very popularly known here. He is a thoroughly skilled lithographer, having learned the art from his father, and giving his close supervision to all work done in his establishment, the best results are in every instance assured.

JOS. B. CLEMENT & CO., Fruit and Produce, No. 118 Dock Street.—The trade in fruits and produce forms one of the most important among the commercial industries of this city. Prominent among the staunch reputable houses engaged in it we find is that of Messrs. Jos. B. Clement & Co., of No. 118 Dock Street. Mr. Clement, the active member of the firm, is a gentleman of experience, ability and unimpeachable integrity and a prominent member of the Produce Exchange, standing high in commercial and financial circles. He understands thoroughly the trade in which he is engaged, and as a wholesale commission merchant and dealer, is one of the oldest and best representatives of the trade in the vicinity of Dock Street wharf. His acquaintance among shippers and producers through the south and in Delaware, Maryland and southern Jersey is very extensive, and he deals heavily in everything in the way of fruits, berries, melons, vegetables and farm and garden produce, and poultry when in season, and besides filling orders from dealers in this city and vicinity, makes shipments principally to Boston, besides shipping heavily to Worcester, Mass., Portland, Maine, Ohio, Michigan and through Pennsylvania, northern New Jersey, New York and many other points. He is straightforward in his dealings, and consignors may depend upon his sagacity in effecting sales, the proceeds being fully commensurate with the market quotations and they will find it to their interests to make a factor of Mr. Clement in the management of their shipments. A native of New Jersey and a resident of Woodbury, Mr. Clement, who is in the prime of life, is active and energetic and occupies a very desirable location. The building, all of which is in use for business purposes, is at No. 118 Dock Street. It is a three story structure of brick and presents a front with a depth of seventy-five feet and is perfectly equipped and complete in all arrangements for storage of consignments and meeting the demands of the trade.

T. E. BAXTER & CO., Manufacturers of Flannel Shirts, Overalls, Pants, Etc., No. 42 North Fifth Street.—This business was established in 1879, and on November 1st, 1888, the present firm succeeded to the management. The co-partners Messrs. T. E. Baxter, F. J. Lopez and P. H. Clark have had great practical experience, and are thoroughly conversant with every detail of the business and the requirements of jobbers, retailers and the general public. The premises occupied comprise four spacious floors each being 30x125 feet in area. The manufacturing departments are fully supplied with every appliance and facility for the systematic conduct of this steadily growing industry. The firm employ 200 skilled operators inside and outside their factory, and their trade now extends throughout all sections of the United States. Messrs. T. E. Baxter & Co., manufacture extensively flannel shirts, overalls, pants, bathing suits, etc. Their goods are general favorites wherever introduced owing to the quality, finish, durability and workmanship, and have no superiors in this or any other market, while the prices in all cases necessarily attract the attention of close and careful buyers. The firm promptly fill orders, and guarantee all goods to be exactly as represented.

CHANDLER & SCHEETZ, Fine Photographs, No. 1433 Chestnut Street, and No. 825 Arch Street.—A firm of Philadelphia artists who have long occupied a position in the front rank in their profession are Messrs. Chandler and Scheetz, the well-known photographers, who are by general consent among the foremost exponents of the art, not only in the city and its environs, but in the United States. No house in the city sustains a higher reputation for fine work, the pictures leaving this firm's studio being all in every feature, alike in fidelity, design, execution and finish, while no more unflinching criterion of their skill could be offered than the extensive, influential and constantly increasing patronage they deservedly enjoy. The individual members of the firm are Messrs. G. F. Chandler and S. Scheetz. The former is a native of Boston, Mass., and the latter was born at Poptown, Pa. Both are thoroughly practical and expert photographers, of long and varied experience. They established themselves in business in 1879. Their establishment comprises three spacious floors of a four-story building, 22x100 feet in dimensions. The handsomely furnished reception and dressing rooms are tastefully arranged as an art gallery, and the operating room is provided with the latest improved photographic appliances, while a staff of courteous operators and attendants are employed. Photography in all its branches is executed in the highest style of the art, and special attention is given to crayon, oil, pastel and India ink work.

FRANK LAUER, Cigar Manufacturer, No. 126 South Eighth Street.—The establishment of Mr. Frank Lauer, the well known manufacturer of cigars, and importer of foreign-grown tobaccos was established in 1866, and in the interval he has built up a high reputation and a large and thriving trade. He occupies large and commodious premises, consisting of a three-story building, 25x40 feet in dimensions, and here he possesses excellent facilities for conducting the industry under the most favorable conditions. From forty to sixty skilled and experienced cigarmakers find steady employment here, and a large number of cigars are turned out daily. The product is of exquisite flavor and quality, and for uniform reliability and excellence is held in high favor by critical and discriminating buyers. The best quality of tobacco is used in the manufacture, every care is taken to improve the quality and enhance the value of the output in all essential respects, and dealers and consumers in this city find it to their advantage to obtain their supplies from this reliable house, the business being of both a wholesale and retail character. Mr. Lauer is a practical manufacturer of large experience and established reputation, and his special brands of cigars, the "Special" and "World's Extra" are favorites with all users. The trade is spread over Pennsylvania, Delaware, New Jersey and Maryland. Mr. Lauer is a native of this city.

GUSTAV ALBER, Manufacturer of Sausages, Etc., No. 234 North Fifth Street.—Mr. Alber is a native of Germany, and came to Philadelphia in 1883 establishing himself in his present business, of which he is a most skilful and practical exponent. His establishment is in everyway commodious and fully equipped for the advantageous prosecution of the business. The sausage works are run by steam power, having a capacity for turning out one thousand pounds daily, and a competent force of experienced assistants is employed in the production of the famous Vienna sausage, as well as bologna, country sausage, scrapple, etc., for which this house is widely noted. Mr. Alber is also an extensive dealer in all kinds of fresh and salt meats, and in connection with his sausages he supplies many of our leading hotels, restaurants and boarding houses, the proprietors of which have long recognized the fact that they may rely upon being served with only the freshest and purest of meats and sausages from this reliable market. The trade is large, and goods are delivered by wagon all over the city without extra charge. Mr. Alber is a gentleman of superior business ability, and his enterprising and popular management of his particular venture has resulted in the rearing of a thriving industry.

FM. JAMES, Manufacturer of Fine Cigars, No. 337 North Third Street.—Mr. F. M. James has been engaged in his present enterprise for the past sixteen years and his goods

are well known and highly appreciated both in the wholesale trade and among a large class of patrons who make his establishment their favorite one for the purchase of the "weed." His factory has been located at No. 337 North Third Street since the early part of 1874, and indeed it has been utilized as a cigar emporium under successive proprietors for the past half century. He has every facility at hand for manufacturing the higher grades of cigars, and his ample force have been specially selected on account of their superior proficiency and skill. Mr. James makes a specialty of several brands, but all of his goods are equally reliable, though varying in quality and price so as to meet the wants and circumstances of all. His salesroom is fully stocked with both the cigars of his own manufacture as well as those of other make, including all the most popular brands of foreign and domestic cigars and tobaccos. He enjoys a very large and first-class trade in both the wholesale and retail departments, and in manufacturing circles he is considered to have no superior in the city. His goods are the best for the price that we know of. Mr. James is a Philadelphian by birth, an enterprising and energetic man of business.

FHUNDERTPFUND, Florist, No. 217 South Twelfth Street.—One of the most successful among the popular old established florists in the city is Mr. F. Hundertpfund. He has had a practical and valuable experience extending over thirty years as a florist and gardner in Germany, his native country, and in this city, and since 1866 established in business. The location occupied is a very desirable one and the store which is 25x40 feet in size always presents a handsome and attractive appearance. Mr. Hundertpfund is constantly receiving the very choicest fresh cut flowers, and makes a special business of furnishing bouquets and centre pieces for table decorations and for parties and weddings, in handsome designs and also ornamental baskets and flowering plants in pots, and flowers generally for all purposes. He makes up to order handsome and appropriate designs and emblems for funerals and can fill orders at the shortest notice at very reasonable prices. He has lived in Philadelphia over a quarter of a century and is very popular and enjoying success.

GC. IRVINE & CO., Fruit and Produce Commission Merchants, No. 308 North Water Street.—Established three years ago this firm, which consists of Messrs. G. C. Irvine and T. E. Cook, have met with marked success, and are to-day handling vast quantities of fruits, farm products of all kinds, oysters, etc. Mr. Cook is the owner of oyster beds in the Rappahannock river, where oysters are planted in the spring, allowed to mature during the summer months, and taken up in the winter as trade demands. The firm occupy commodious premises, and here they are daily in receipt of heavy consignments of fruits and country produce of every description, for which they have quick sales, thus enabling them to make prompt and satisfactory returns to consignors. To the trade they offer advantages which few other houses can duplicate, business methods having won for them a high reputation among both producers and dealers, over both of whose interests they keep careful watch. The proprietors are natives of Warren, Pa., and they are so well known to the trade as to render personal comments at our hands superfluous.

EVAN F. BENNERS, Cigars, Tobacco, Cigarettes and Smokers Articles, No. 523 Chestnut Street.—This prosperous business was established about one year ago, by the gentleman whose name heads this sketch, and from its inception the venture has proved a highly gratifying success. The store, which is centrally situated, is spacious and handsomely fitted up, while four polite salesmen are in attendance, besides two representatives on the road. A heavy and all stock is constantly carried, comprising imported Key West and domestic cigars in both fine and medium grades, all the favorite brands of cigarettes-smoking and chewing tobaccos of all kinds, meerschmuck and other goods, pipes in great variety, snuff and everything comprehended in smokers' articles; and the business of the establishment which is of both a wholesale and retail character, extends throughout the city, state and adjoining states. Mr. Benners is a Philadelphian by birth and fully merits the success he has achieved.

ALBERT DIEHR, Silver Plater and Manufacturer of Door Plates, Knobs, Etc., No. 27 North Fourth Street.—One of the oldest and best known concerns devoted to silver plating and kindred branches in Philadelphia is that of Albert Diehr, (successor to Scheerer & Diehr), No. 27 North Fourth Street, which for upward of thirty-four years has been conducted at the present location with uniform prosperity. For fine work in the line indicated, or for promptness and reliability in executing orders for the trade, no establishment of the kind in this city has a better reputation, its patronage improving annually. This thriving enterprise was started in 1855 by Scheerer & Diehr, who conducted it up to about two years ago, when the present proprietor (son of one of the original members of the firm, assumed control, and has since continued the business with uninterrupted success. The shop and premises occupy three compact floors, and all necessary facilities are at hand, while several competent assistants are employed. Silver plating and polishing in all their branches are done in the most expeditious and excellent manner, and satisfaction guaranteed in every instance; all work executed here being warranted first class, while door, jamb, pew and name plates, door knobs, bell-pulls, escutcheons, etc., are manufactured in every style and design. Bell-ringing is promptly attended to likewise, and speaking tubes put up at shortest notice; Mr. D. also taking orders for engraving steel stamps, figures, letters and branding irons; and all orders for the trade receive immediate attention. Mr. Diehr, who is a gentleman in the prime of life, and a native of this city, is a young man of many years practical experience and skill in this line, and is thoroughly conversant with the business in all its branches.

GOTTLÖB B. WISSLICEN, Fancy Wood Turning and Carving, Manufacturer of Different Kinds of Hard Wood Wooden Ware, Nos. 636 and 638 Filbert Street.—Among the most expert exponents of the art of wood turning, and carving in Philadelphia is Gottlob B. Wisslicen, whose establishment is located at Nos. 636 and 638 Filbert Street. Mr. Wisslicen has had an experience extending over seventeen years in his vocation, and in 1882 he founded his establishment at his present address, and through his ability, energy and industry he has achieved marked success. The work shop is complete in all its appointments, being equipped in the most complete manner with the latest wood-working machinery, operated by steam power, and employment is given a number of skilled workmen. Mr. Wisslicen gives his attention to fancy wood turning and carving of every description, and makes a leading specialty of manufacturing different kinds of hard wood lemon squeezers, and all other wooden ware, for the trade. The productions of the establishment are first-class in every particular, and all orders are promptly and satisfactorily met on the most reasonable terms. An active trade is supplied throughout the city and its vicinity, and the house is daily becoming more and more popular. Mr. Wisslicen, who is a native of Germany, has lived in this city for the past seventeen years. He is an active member of the German Benevolent Society, has a large circle of friends, and enjoys the good will of all who know him.

E. R. HAWKINS & CO., Importing, Commission and Jobbing Cloth House, No. 736 Market Street, Southeast Corner of Eighth Street.—The foundation of this representative house was laid in 1852, by Messrs. Fries & Magee, and, after some changes, Mr. E. R. Hawkins succeeded the firm of Mulseed & Hawkins, as sole proprietor, in July, 1881, continuing the business under the present name and style. The premises occupied for trade purposes comprise three floors, 25x160 feet each, where is carried the largest and most comprehensive assortment of imported and domestic cloths and cassimeres to be found in the city. The proprietor supplies the trade in this line throughout all the great centres of population in the country, and knowing, probably, better than any one else, the wants of the American trade, with his intimate connections abroad and his perfected facilities, he is the best prepared of any to promptly and satisfactorily fill all orders. His stock is kept up to the highest standard of excellence and efficiency by fresh and frequent importations and supplies from the best looms of England, Scotland, Germany and America, and commands its own superior merits to the confidence and patronage of the most critical and discriminating buy-

ers. In addition to the above he is selling agent for two of the largest houses in Great Britain, one in London and one in Glasgow, and each succeeding season presents from them to his customers the choicest "novelties" that the British Isles produce. The house is in a position to offer substantial inducements both as to quality and price, while business relations once entered into with it are sure to prove pleasant, profitable and lasting. Mr. Hawkins is a native of Philadelphia, and a resident of this city for fifty years and one of its solid and substantial citizens.

W. H. PIPER & CO., Sole Miners and Shippers of Sonman White Ash Bituminous Coal and Coke, General Office, Nos. 411 and 413 Walnut Street.—The business so successfully conducted by this firm was originally established in 1876, by Messrs. Dymott & Co., who were succeeded by the present proprietors in 1879. They operate four mines, situated in Cambria County, Pa., which have a capacity for producing some twelve hundred tons of coal per day; and also have thirty coke ovens in constant running order. They possess superior facilities for the prompt delivery of coal in car and cargo lots at all points south, east and west, owning extensive shipping wharves at Greenwich Point in this city, and at South Amboy, N. J., and Baltimore, Md. The Sonman white ash coal is extremely rich in all those elements which produce intense heat and complete combustion, and is universally recognized as of a very superior quality being in great demand with manufacturers, railroads and dealers wherever once introduced and tested. It is guaranteed to maintain the highest standard of excellence as regards care in its preparation for the market, coming as it does from some of the best equipped collieries in America, while the prices quoted are always regulated by the market. The co-partners, Messrs. W. H. Piper and John H. Lewars, are both native Philadelphians, well and favorably known in commercial and financial life.

W. ARE & DEGRASSE, Coopers, Gaugers and Dealers in New and Old Casks, No. 38 North Water Street.—The trade of the cooper and gager is a very important one and is well represented by Messrs. Ware & Degrasse whose office and workshop is at No. 38 North Water Street. The dimensions of the premises are 20x30 feet and very complete as regards equipment for all purposes of the business which embraces the manufacture of all kinds of tight and other barrels, kegs, etc., and for repairing and doing general jobbing. On an average from eight to ten hands, all practical experienced workmen, are employed and especial attention is given to coopering in all its branches and also to gauging barrels, casks, etc. Messrs. Ware & Degrasse also buy, sell, exchange and deal in new barrels, hog-heads, casks, etc., and can supply any and all demands that may be made upon them at satisfactory prices. The co-partners, have had over thirty years experience in this business and are among the best known coopers and gaugers in the city. Their business operations are widespread and of the most substantial character and they are very popular with all having dealings with them, and they are well and favorably known in business circles in Philadelphia.

STANDARD SUSPENDER COMPANY, No. 23 North Third Street.—This prosperous concern, which is one of the leading enterprises of the kind in the city, was established about four years ago, and from its inception the venture has been a positive and permanent success. The Standard Suspenders Company, occupy for business purposes a spacious floor and basement, with factory in the rear, and have in service all necessary facilities, while upward of twenty-five expert hands are employed on the premises and outside, besides eight experienced salesmen on the road. The productions include suspenders in all sizes, styles, designs and patterns, of excellent material and superior make, an exceedingly fine assortment being always kept in stock; and the trade of the concern, which is at once large and active, extends all over the United States. Mr. Samuel Lehmann, who is the sole proprietor, is a man in the prime of life, active, energetic and devoted to his business. He is a native of Germany, but has been in this country a quarter of a century, and has lived in Philadelphia some fourteen years, and in this time has built up a first-class business connection.

H. C. CURTIS & CO., Manufacturers of Men's Fine Linen Collars and Cuffs, W. E. Degroff, Representative, No. 522 Market Street.—Troy has long retained the honored supremacy as the leading centre in America for the manufacture of collars and cuffs, and a prominent house engaged therein is that of Messrs. H. C. Curtis & Co., who are represented in Philadelphia by Mr. W. E. Degroff, at No. 522 Market Street. This branch was opened here in 1855, and has built up an extensive and steadily increasing trade throughout its territory, comprising the states of Pennsylvania, Delaware and New Jersey. The trade

mark adopted by Messrs. Curtis & Co., is widely recognized by the trade everywhere as the sure guarantee of uniform excellence and exquisite taste, while the firm confirm their claim to leadership by originating exclusive new styles, which are accepted by the elite as en regle, and to which the homage of the trade is rendered by a close imitation. The proprietors are leading authorities as designers and manufacturers of men's fine linen collars and cuffs; there are few their equal, none their superior. They select their linens with the utmost care, having special fine grades made by the thousands of yards to their order, so that the "C & C" brand is always a standard of quality, and in cut, style, fit, artistic workmanship and elegant handling their goods cannot be excelled, while the firm's enormous annual sales indicate how highly they are appreciated. Mr. Degroff is a native of New York, a resident of this city for the past twenty years, and a young man of large business experience, tried ability and personal worth.

ISAAC H. VENDIG, Manufacturer of the Celebrated Paragon Overalls, Nos. 425 and 423 Market Street.—For thirty-three years the production of the establishment now conducted by Isaac H. Vendig (successor to Samuel Vendig & Son,) manufacturer of the celebrated Paragon overalls, has been in steady and growing demand in the trade. The goods produced in this concern are of a very superior character, alike as to neatness, durability, ease and fit, the Paragon overalls being an article of exceptional merit, the ne plus ultra garment of the kind to-day upon the market—and as a consequence, has secured an enduring hold on consumers throughout the country. This flourishing enterprise was established in 1856 by Samuel Vendig who conducted it alone up to 1872, when the firm became Samuel Vendig & Son, and as such it remained until December 1, 1888, when the present proprietor (youngest son of the founder) succeeded to the business. The business premises, including factory and sales-room, occupy a spacious second floor, well ordered and neatly appointed, while upward of forty expert hands are employed, besides several travelling salesmen. The productions include besides the deservedly popular Paragon overalls, also a first-class line of mechanics' sacks, coats and pants, a full and fine assortment being constantly on hand; and the trade of the house, which extends to all parts of the United States, is at once large, active and steadily improving. Mr. Isaac H. Vendig, who is a native of this city, is a young man of push, enterprise and ample experience, and prior to assuming control of the business, had been for some years a clerk and salesman in the establishment.

P. RODRIGO, Artificial Flower and Fancy Feather Manufacturer, No. 732 Arch Street.—One of those active and representative houses which are contributing so largely to Philadelphia's commercial prosperity is that of P. Rodrigo, the well-known artificial flower and fancy feather manufacturer. The business was originally established in 1869, by Messrs. F. and P. Rodrigo, the present proprietor succeeding to the sole control six years ago. The premises occupied for manufacturing and sales purposes comprise three floors, 25x50 feet each, fully supplied with every modern facility and convenience for the successful prosecution of the business, while employment is given to from fifty to seventy-five experienced hands. The qualifications possessed by this house for the wholesale manufacture of its specialties are of a very superior character, and its facilities for rapid and systematic production are absolutely perfect. The proprietor gives his close personal attention to the selection of all materials, and is thoroughly enterprising and progressive in his efforts to improve the quality and enhance the value of his output

in all essential respects. As a result his artificial flowers and fancy feathers are recognized by the trade everywhere as unsurpassed for quality, beauty and excellence. The trade is supplied throughout the United States with the utmost promptness and satisfaction. Ostrich feathers dyed to order. Mr. Rodrigo is a New Yorker by birth, a resident of this city for the past twenty-five years, and a reliable and popular leader in his line of constructive enterprise.

NAEGELE WATCH & JEWELRY COMPANY, No. 20 North Ninth Street.—This company opened its house in this city in 1876. The salesrooms are thoroughly spacious in size, elegantly fitted up, and perfect in convenience of arrangement for display, inspection and sale. A very large stock is carried in every line. Watches, jewelry, precious stones of all kinds are kept in abundance, including a choice supply of diamonds, distinguished for purity, beauty and perfect shape. These goods have been selected with taste and judgment, exhibiting a wide range in value, and are calculated to meet the wants of the greatest possible number of buyers. The house will be prepared to give the best satisfaction in all its operations, and is consistent in all its determination to supply thoroughly first-class goods on the most advantageous terms that can be afforded. The business is conducted at retail, and prompt attention is given to repair work. The officers of this company are Eugene Naegele, president; A. J. Foote, secretary and treasurer. Mr. Naegele is a native of Wurtemberg, Germany, and has resided in Philadelphia for the past twenty-two years. He is the resident manager of the company in this city, while Mr. Foote has charge of the interests of the company in New York. Both are expert and accomplished jewelers, and of high repute and standing in the business world, Mr. Naegele being a practical watchmaker.

FAGLEY & HALPEN, Manufacturers and Dealers in Plain, Stamped and Japanned Tinware, No. 333 North Second Street.—This widely known and flourishing concern was established in 1879 on North Second Street, occupying the present building about four years, and from its inception the venture has been a most unequivocal success. The firm occupy as factory and salesroom an entire four-story and basement structure 30x165 feet in dimensions, while the premises are neatly appointed and well equipped in every respect, and some twenty or more expert hands are employed in the concern. They manufacture everything in the line of plain, stamped and Japanned ware, kitchen furnishing and household specialties, and keep in stock always an exceedingly fine assortment, including agate or granite ware, hollow ware, sad irons, queen oil cans, Japanned ware, plain and retinned ware, Henis' broilers, Henis' strainers, planished ware, stove boards, acme fry pans, sheet iron pans, coal hods, lanterns, fire shovels, tea kettles, tea trays, coal sieves, lemon squeezers, can openers, etc., all orders for the trade receiving immediate attention. Messrs. Oliver Fagley and Henry Halpen, who compose the firm, are gentlemen in the prime of life and Philadelphians by birth. They are young men of energy, enterprise and good business qualities, thoroughly reliable in their dealings, and enjoy an excellent reputation in commercial life.

FERDINANDO BARALDI, Artist and Fresco Decorator, Studio, No. 1020 Chestnut Street.—Ferdinando Baraldi, the talented artist and fresco decorator, is certainly one of the leading exponents of this interesting branch of art in this city, making a specialty of fine ecclesiastical work, while many of the most imposing Catholic church edifices throughout the city, state and surrounding states, attest his skill. Mr. Baraldi, who is a gentleman in the prime of life, was born in Italy, and has been in this country quite some time, coming to Philadelphia in 1882. He is a thoroughly expert workman and an artist of exceptional skill, with sixteen years' experience in the exercise of his profession and is a master of his art in all its branches. Mr. Baraldi has been established on his own account since 1884, and from the first he has enjoyed a highly gratifying patronage, having done the altar and general interior decorating of the Church of St. Charles Borromeo, St. Mary's church and the Church of the Visitation, this city; the new Catholic church in Trenton, another church in Wilmington and several out of town churches.

ASA JONES, Proprietor and Manufacturer of Jones' Cattle Powder, Etc., No. 211 Market Street.—In the care and treatment of horses, cows and other domestic animals it is worthy of note, that for general excellence, efficacy and reliability no article of the kind yet offered for sale compares with Jones' cattle powder, Asa Jones, M. D., proprietor and manufacturer. It is a compound of exceptional merit for creating a healthy appetite, enlivening the spirit, improving the appearance, purifying the blood and imparting beneficent general results; and is commended by all who have used it to be the ne plus ultra of cattle powders, having successfully passed through the various stages of observation, comparison and test for upward of twenty years. This invaluable vegetable combination is the result of applied study and research, extending over a period of several years. Apart from its beneficial restorative effect on sick or dejected cattle and horses, it possesses in a pre-eminent degree, the rare properties of flesh rebuilding and fat-creating, while its alterative effect on the blood and general system, is such as to speedily overcome almost every ailment to which the animal may be subject. For milk cows, it is unequalled as a lactical stimulant, one or two tablespoonful doses per day producing an astonishingly increased flow of greatly enriched milk. Dr. Jones, who is a gentleman rather past the meridian of life, but active and energetic, was born at Doylestown, Pa., but has resided in Philadelphia since 1850. He established himself in business as a druggist in 1859, and twenty-five years later abandoned that profession to embark in the manufacture of condition powders and cattle medicines, in which he has achieved signal success. The premises occupied as laboratory and salesroom are commodious and well appointed, while several in help are employed.

THOMAS MOYER & BRO., Importers and Manufacturers of Harness, Saddles and Trunks, No. 910 Arch Street.—The oldest and leading emporium for harness, saddles, trunks, and all goods needed by the travelers and horsemen, located in this city, is that of Messrs. Thomas Moyer & Bro. This house was founded in 1811 by Mr. Thomas Moyer, and has been kept in the family ever since, the present proprietors, Messrs. Thomas and Wm. U. Moyer, succeeding to the control in 1886. They are widely prominent and popular as importers and manufacturers of everything belonging to this line of trade, supplying their customers at both wholesale and retail, and at the lowest cash prices. The premises occupied for manufacturing and trade purposes comprise an entire four-story brick building, 22x200 feet in dimensions, while every modern facility is at hand for insuring rapid and perfect production and the prompt and satisfactory fulfillment of all orders. The stock is one of the largest and finest of its kind in the city, embracing single and double harness, saddles, collars, bridles, halters, whips, robes, horse clothing, brushes, combs, surcingle, horse boots, fly nets, and all kinds of horse-furnishing goods from a bit to a blanket; also trunks, valises, satchels, bags and all goods needed by travelers. The harness displayed is of the well-known Moyer manufacture, in which nothing but the very best leather, trimmings and mountings are used, and none but the most skillful workmen are employed in its production. A very large custom business is transacted in light and heavy harness, and a force of twenty expert hands contribute to the satisfactory operations of the house. The trade of the firm is brisk and lively at both wholesale and retail, and inducements are offered to the trade and consumers in the matter of terms and prices. The Messrs. Moyer are native Philadelphians, thoroughly practical, enterprising and reliable.

THOMAS WATTSOON & SONS, Commission Merchants, No. 129 South Front Street.—Representative among leading shipping and commission merchants of this city stand Messrs. Thomas Wattssoon & Sons. This is an old and honored house in the trade, and its proprietors are able and enterprising merchants, fully conversant with every detail of the shipping trade, and the requirements of domestic and foreign markets. Special attention is given by the firm to the chartering, freightage, exchange, purchase and sale of vessels, and to the purchase and shipment of goods on consignment to and from all parts of the world. They handle West India merchandise of all kinds, making a specialty of sugar and molasses, and are prepared to make liberal advances

when desired on consignments, and to guarantee prompt sales and speedy returns. It is of direct interest to dealers in these commodities to communicate with this responsible firm, who are promoting the expansion of the export and import trade of the United States in a marked and thoroughly successful manner. The foundation of this business was laid some fifty years ago by Mr. Thomas Wattssoon, who some years ago associated his son, Mr. John B. Wattssoon, with him. These gentlemen are both native Philadelphians, members of the Commercial and the Maritime Exchanges, and so well and favorably known in the commercial and financial world as to place them in a position far beyond the requirements of any praise which these pages could bestow.

WILLIAM BLANNER, Manufacturer of Feather Dusters, No. 203 Race Street.—This is a house of comparatively late formation, although Mr. Blanner has had a lengthened and thorough experience extending over a period of twenty years in this city and Chicago, and was hence most intimately conversant in every department of the business, prior to his establishing himself in Philadelphia in 1888. Mr. Blanner is an extensive manufacturer of all kinds of ostrich feather dusters, including bell, parlor and picture dusters, and of every grade and variety in all the sizes of turkey dusters, making of these goods one of the most full and diversified lines to be found in the city of Philadelphia, and offered at prices which will at once be convincing to the trade as being the lowest the market affords. The premises occupied are centrally and eligibly located at No. 203 Race Street, and consist of a spacious and commodious second floor, equipped with every modern convenience and appliance for the advantageous prosecution of the business, employment being afforded a number of skilled hands, who are chosen for proficiency in this particular department of manufacture. The large jobbing trade, which extends over Pennsylvania, New Jersey and Delaware, is under the personal supervision of the proprietor, and buyers will find very desirable stock from which to select their purchases at this extensive feather duster emporium.

OBERTEUFFER & MARLIN, Book Binders, Rear of 621 Commerce Street.—For fine work in the book-binding line an establishment which is one of the best equipped of the kind in the city for binding in leather, and which is amply prepared to meet all demands of the jobbing trade that may be made upon its resources, is that of Messrs. Oberteuffer & Marlin. This enterprise was founded on August 1, 1888, by the present owners, under whose energetic management a large and steadily increasing patronage has been acquired. Both members of the firm have had mature experience in their vocation, Mr. Oberteuffer having been engaged in the trade for thirty-three years, Mr. Marlin for fifteen years. They are, therefore, proficient in all the details of their calling, and as they give their personal attention to their affairs, the best and most satisfactory results are achieved. The premises occupied consist of a floor 25x80 feet in dimensions, and fitted up in the most approved style. Book and pamphlet binding of all kinds are executed promptly and at the most reasonable rates. Messrs. Oberteuffer & Marlin have lived for many years in this city, and are members of several organizations, among others the Book Binders' Fraternity Association.

HODGE & HUSTON, Photographic Enlargements by Solar and Electric Light, No. 629 Arch Street.—Messrs. Hodge & Huston founded their enterprise five years ago, bringing mature experience to exercise in their operations, and they have since acquired a large, active trade, extending throughout the United States. Messrs. Hodge & Huston give special attention to the enlargement of card, cabinet, etc., photographs to life size, utilizing both the solar and the electric light in their operations. They secure permanent prints by the platinum process, and all work furnished by them is guaranteed not to fade. The premises occupied are fitted up and equipped in the most complete and approved fashion, and every convenience is possessed for the production of strictly first class work, while only the most skillful assistants are employed in the establishment. No delay is allowed in the fulfillment of orders, and the best of satisfaction is guaranteed in all goods secured from this reliable house.

CHAS. A. DUY, General Agent for the Fidelity and Casualty Company, of New York, No. 146 South Fourth Street.—This company was organized in 1876 and has from that date had a representative in Philadelphia. For the past six years the representative has been Mr. Duy, who has had over thirty years practical experience in the insurance business. The company protects employers against losses through the shortcomings of clerks who hold positions of trust, and store keepers, property owners and others against losses by the breakage of plate glass. The company has had a most successful career, enjoys the confidence of the commercial public, has a capital of \$250,000, and is under excellent management. The president is Mr. William M. Richards, the vice president Mr. George F. Seward and the secretary Mr. Robert J. Hillas. The directors (all resident in New York) are Messrs. T. S. Coe, president American Exchange National Bank; J. S. T. Stradahan, president Atlantic Dock Co.; Alex. E. Orr, president Produce Exchange, N. Y.; G. G. Williams, president Chemical National Bank; J. Rogers Maxwell, president C. R. R. of N. J.; A. B. Hull, retired merchant; H. A. Harbut, president of Committee of Emigration; J. D. Vermilye, president Merchants' National Bank; John L. Riker, of J. L. & D. S. Riker; J. G. McCullough, N. Y.; L. E. & W. Ry. Co.; T. S. Moore, of Moore & Wallace; Wm. H. Male, president Atlantic Trust Co.; Wm. M. Richards, president; Geo. F. Seward, vice president. The company, in addition to its capital, had, on December 31, 1888, a net surplus of \$52,089.39, and up to that date had paid losses amounting to \$1,412,346.59. In Mr. Duy the company has an excellent representative who enjoys the confidence and esteem of all Philadelphians, of which he is one by birth.

WILLIAM BORNEMANN, Manufacturer of Leather School Bags, Shawl, Trunk, Package, Book and Skate Straps, and Straps of all Descriptions, No. 149 North Second Street.—The manufacture of leather school bags, straps, etc., is carried on extensively by Mr. Wm. Bornemann, at No. 149 North Second Street. The premises, a spacious store and workshop, have dimensions of 25x125 feet, and are complete and perfect in all departments. A number of hands are employed, and a very superior line of goods are turned out which are made of the best material in a most excellent manner, and are always in demand and find a ready sale on the market. School bags are made in various sizes, and also shawl, trunk, package, book and skate straps, in fact, leather straps of all kinds are made in immense quantities and sold in the city and shipped to the trade in different parts of the country. In the store, besides the goods of his own manufacture, Mr. Bornemann carries a large and varied stock of pocket books of all kinds, and fancy leather goods and trunks and satchels, and hand bags and sample cases and trunks for commercial men, etc. A large business is done and as low prices are always quoted in this establishment, the trade is steadily growing and expanding. Mr. Bornemann, who is from Germany, originally came to New York in 1849 and to Philadelphia in 1854, and for twenty years was engaged in the manufacture of pocket books previous to his engaging in his present business. He is an experienced business man, and is a prominent member of the Masonic order. He is ably assisted in his business operations by his son, Mr. L. A. Bornemann, who, as a salesman, is active, energetic and successful.

HANEY & HEATON, Planters, Growers and Dealers in Fresh and Salt Oysters, Manrice River Coves a Specialty, No. 222 North Delaware Avenue.—Fifty-seven years of uniform prosperity sums up in brief the history of the widely known establishment of Haney & Heaton, planters, growers and wholesale dealers in fresh and salt oysters, No. 222 North Delaware Avenue. It is, in fact, one of the oldest and foremost concerns of the kind in Philadelphia, and fully sustains its well earned reputation for choice goods and honorable dealing—none better in the city. This time honored house was established in 1832 by Capt. Benj. Haney, who for years was engaged on his boat in the oyster industry along the coast, and carried on business alone up to 1857, when the firm name became Haney & Ogden, the style changing to Haney & Heaton in April, 1858. They occupy spacious and well appointed quarters at No. 322 North Delaware Avenue, where a large and first-class stock of fresh and salt oysters is constantly

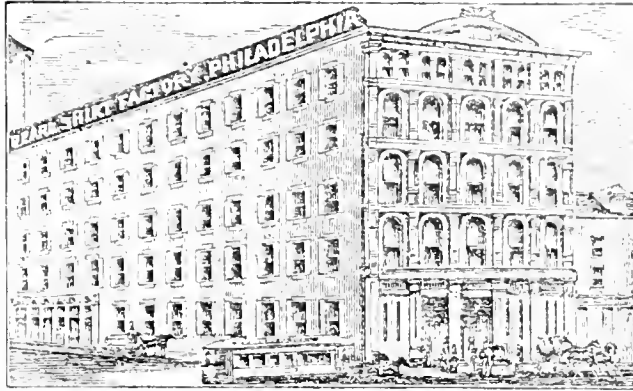
kept on hand, while several efficient assistants are employed. The firm are prepared to fill all orders for anything in the line indicated in the most expeditious and thoroughly reliable manner, shipping largely to western points, with a substantial city and suburban trade; and altogether a flourishing business is carried on; the total annual sales of the concern giving evidence of steady increase. Messrs. Benjamin Haney and Aaron Heaton are both natives of this city. They are men of strict integrity in their dealings as well as sagacity, energy and thorough experience, and maintain an AI standing in the oyster trade.

ARMSTRONG & CONNOR, Electrical Contractors, No. 115 North Sixth Street.—Among the most energetic and successful electrical contractors doing business here are Messrs. Armstrong & Connor. This firm was organized in October, 1858, and the success thus far met with has been of a most marked and encouraging character. The firm occupy a handsomely appointed office, where they keep on hand a full line of electrical equipment, and have every convenience and facility for the carrying out scientifically and satisfactorily all orders entrusted to them. They contract for putting into buildings of all kinds electric plants, dynamos, etc., and for executing all kinds of wire work for the same. They have executed much of this class of work in all parts of the city and vicinity, and among other places which they have equipped with electrical plants, may be mentioned Spreckel's Sugar Refinery, the Philadelphia Coal and Iron Company's building, etc. The individual members of the firm are Messrs. William A. Armstrong and Edward Connor, both of whom are natives of Philadelphia. They are energetic, intelligent young men, of considerable scientific ability, and have had a special training for the important branch of industry in which they are engaged, Mr. Connor having been educated at Lehigh University of this state, and to which they are closely devoted by inclination. They are experts at their trade, and are rapidly building up a fine business connection and an enviable reputation.

JACOB C. CASSEL, Florist, Manufacturer of Terra Cotta Ware, No. 709 Arch Street.—A widely known and reliable house in Philadelphia, successfully engaged in the manufacture of terra cotta ware, etc., is that of Mr. Jacob C. Cassel, the florist, whose office and salesrooms are situated at No. 709 Arch Street. Mr. Cassel's terra cotta factory, which is the largest of the kind in Pennsylvania, is located at No. 234 North Seventh Street. This business was established twenty years ago by Mr. C. Friese who was succeeded by Mr. Cassel twelve years ago and who has since built up an extensive and permanent patronage in all sections of the United States. His store is spacious and well arranged, and is fully stocked with a superior assortment of terra cotta garden vases, window boxes, hanging baskets, aquaria ornaments, etc. He also deals in aquaria, aquaria plants, gold fish, fish food, canary birds, bird cages, bird seed, all kinds of bird requisites, and glass shades of all sizes. Mr. Cassel likewise supplies a large demand for flowers of all descriptions and seeds. He furnishes promptly, bouquets, wreaths, and various emblematic designs for weddings, parties, balls, funerals, etc., and guarantees entire satisfaction to patrons. All orders are promptly filled at the lowest possible prices.

PAUL H. BARUES, Insurance Broker, No. 138 South Fourth Street.—Not many among Philadelphia's leading insurance brokers are better known or enjoy a larger measure of public favor than Paul H. Barues. He has been actively and successfully engaged in this line for upwards of twenty-three years, and has acquired an excellent patronage. Mr. Barues is a general insurance broker, and prepared to place all classes of desirable risks with responsible fire, life, accident, marine, plate-glass, boiler and other companies at the very lowest rates, giving special attention to the handling of large lines. Insurance papers of every description are negotiated also, and losses and claims judiciously attended to, while personal attention is devoted to writing policies, in short, everything pertaining to insurance is transacted in the most prompt and trustworthy manner. Mr. Barues, who is a man of middle age and a native of this city, is a gentleman of energy, business tact and experience, and is an active member of the Board of Underwriters.

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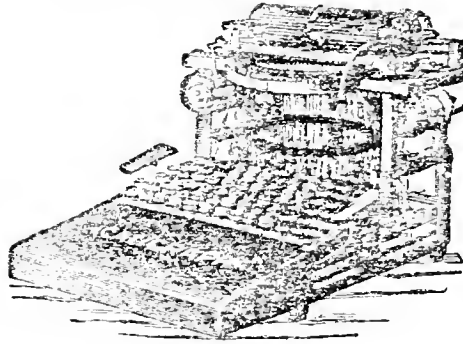
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